

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, JULY 11, 1919

No. 28



FROM BEET TO BOWL

A Product of Canadian Industry.

This is the only sugar that can be rightly termed "Canadian from the ground up." We do import the finest of raw cane sugar and refine it—but our pride is in the product we make from Canadian Sugar beets. A sugar that will give unfailing satisfaction in preserving, in baking, and for table use.

DOMINION CRYSTAL SUGAR

In recommending it, you aid in the effort to make Canada more nearly self-supporting—every pound of it you sell means further encouragement to Canada's sugar-beet industry. Our advertising is telling to thousands

of Canadian women the interesting story of Canadian sugar beets and how we make from them the finest of sugar. This advertising makes it easy for you to sell "Dominion Crystal Sugar."

Dominion Sugar Company Limited

Head Office: Chatham, Ontario

Refineries at Wallaceburg, Kitchener and Chatham

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent on request to anyone interested.

CANADIAN GROCER



GOOD MORNING!

COWAN'S COCOA

MAKES CHILDREN ROBUST

Borden's

MILK PRODUCTS LEAD IN QUALITY

Summer Convenience And Economy

Aside altogether from the splendid deliciousness of the Borden Milk Products is the all-important advantage of their great convenience during the summer weeks.

Add to this the sound economy that the Borden lines represent and you have a selling proposition that is really worth while.

Show the housewife how easy it is to have fresh, sweet milk all the time, no matter what the temperature, by keeping a tin or two of Borden's on hand.

If your stock is low or incomplete, write us now.

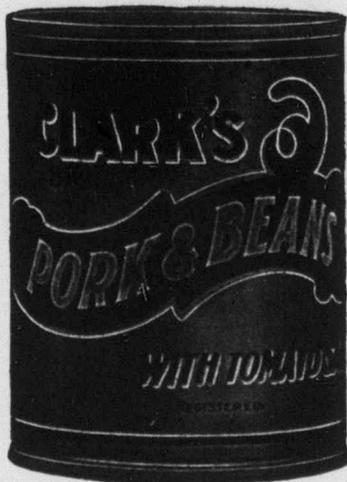
Borden Milk Co., Limited

Leaders of Quality

MONTREAL

VANCOUVER

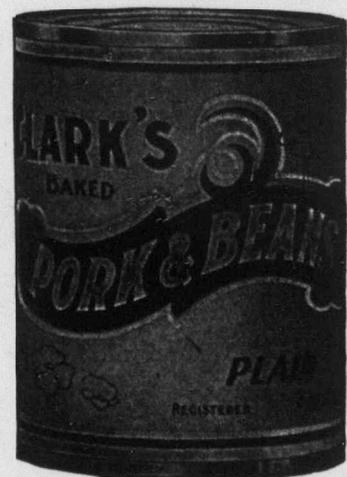
CLARK'S PREPARED FOODS



- | | |
|-------------------|--------------------|
| Corned Beef | Roast Beef |
| English Brawn | Boneless Pigs Feet |
| Stewed Ox Tail | Stewed Kidneys |
| Cambridge Sausage | Geneva Sausage |
| Corned Beef Hash | Irish Stew |
| Lunch Tongue | Ox Tongue |

QUALITY GUARANTEED

- Clark's Pork and Beans
- Clark's Concentrated Soups
- Clark's Peanut Butter
- Clark's Potted Meats
- Clark's Canadian Boiled Dinner
- Etc., Etc.



SELLERS ALL

W. Clark, Limited

BUY NOW

Montreal





Here's quality every new housewife will approve

June Brides will soon be taking up their house-keeping duties. To many of them the question of what groceries to buy is a difficult problem. And in a majority of cases they will rely absolutely on the dealer's recommendation.

Right here is where you can win the confidence of the new housewife by recommending—

NO-VARY Quality Groceries

She'll need no urging to continue using them after a trial. And the satisfaction she'll experience will serve to confine her trade to your store in the future.

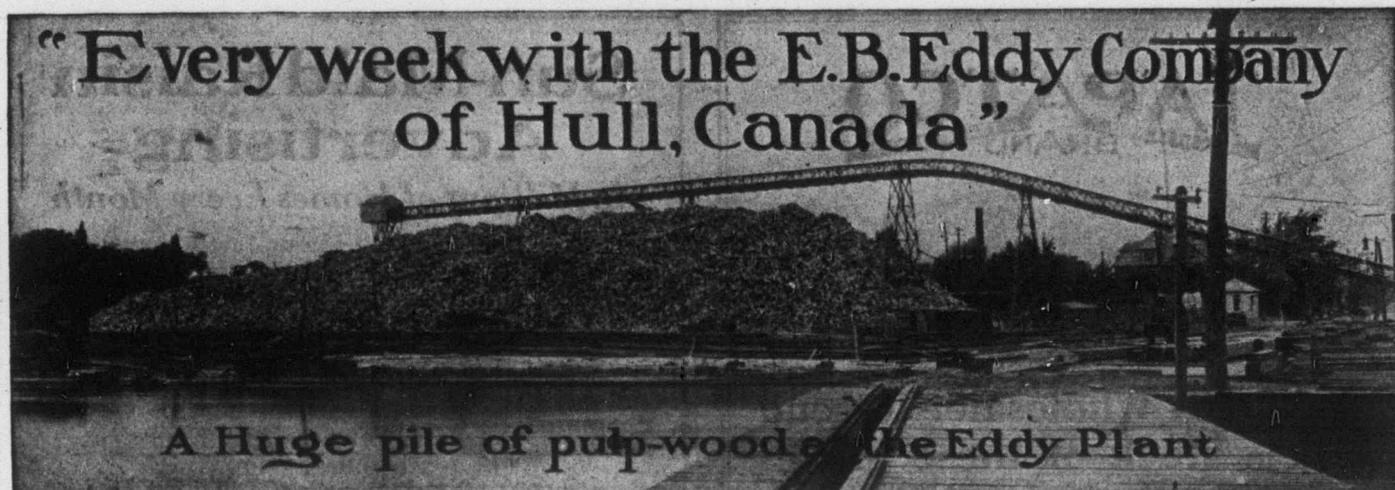
Distributors:

Brandon Grocery Co., Ltd., Brandon, Man.
 Camrose Grocery Co., Ltd., Camrose, Alta.
 Medicine Hat Grocery Co., Ltd., Medicine Hat, Alta.
 Moose Grocery Co., Ltd., Moose Jaw, Sask.
 MacLean Grocery Co., Ltd., Regina, Sask.

Distributors:

Red Deer Grocery Co., Ltd., Red Deer, Alta.
 Swift Current Grocery Co., Ltd., Swift Current, Sask.
 Simington Co., Ltd., Calgary, Alta.
 Weyburn Grocery Co., Ltd., Weyburn, Sask.
 The Yorkton Grocery Co., Ltd., Yorkton, Sask.

No-Vary Products Co., Limited
 WINNIPEG, CANADA



Story for Week Dated July 11, 1919

Being No. 42 in the Series

The Wonders of the Non-stop Rewinder for Toilet Papers

THERE is something almost bewildering about the unceasing speed with which the machinery at the Eddy plant deals with the output of all kinds of toilet papers.

Manufactured with scrupulous care by the paper mills, out of the very purest of pulps, these papers arrive in their various grades, at the toilet paper factory, in long rolls. In this form the toilet paper is still uncut, unperforated, and in great unwieldy widths, quite unsuitable for sale.

By what seems to be about the speediest of all the marvellously swift E. B. Eddy processes there are turned out in the toilet paper factory, by thousands, the neat rolls and packages of toilet paper which almost sell themselves. To transform the larger rolls of toilet paper into these neat packages requires the services of the machine called "The Non-Stop Rewinder." The Eddy Company have a battery of these rapid machines, and it takes a small army of very efficient girls to keep pace with them.

As fast as rolls of wide, uncut toilet paper are fed into one side of these machines, rapidly revolving spindles rewind the paper into rolls of the right size. During the process the perforation is done exactly at the right intervals, and without one instant's pause the machine can be relieved of its completed winding, while it hurries on with another job of the same kind.

Working as fast as the machines, and as lightly and truly, the girls of the factory staff seize the newly-wound rolls from the boys who take them off the machines, and in a trice they are wrapped securely in their labelled wrappers. Another group of girls takes care of the packing, and as a result of organization and machinery, the toilet paper factory turns out its 1,200 rolls an hour. The flat package toilet papers are put up almost as fast, the "Onliwon" principle being applied to one or two special lines in the same manner as with the tissue paper towels.



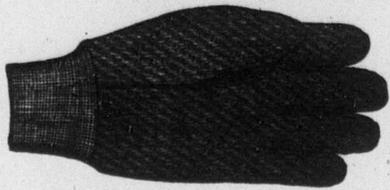
Some of EDDY's Many Kinds of

Toilet Papers

DIAMOND
STANDARD
HOTEL
COTTAGE
PLAIN ROLL
FACTORY
OVAL KING
IMPERIAL
ROYAL
CRESCENT OVAL
VELVET
SILVER BRAND
REGAL
FAMILY
EIGLOT
MOUNT ROYAL
MAMMOTH
NILE
CHAUDIERE
PILOT OVAL
ORIENT
NAVY
DREADNOUGHT
PRAIRIE QUEEN
GREAT WEST
MANITOBA OVAL
ALBERTA OVAL
SASKATCHEWAN OVAL
SENTRY
ADMIRAL
YORK
CZAR OVAL

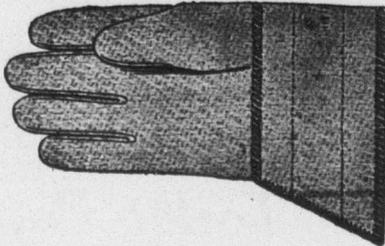
TAPATCO

REGISTERED BRAND TRADE MARK



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction. There's a TAP-ATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and Textile Company
Chatham, Ontario

Sun-Maid Raisin Advertising

In Millions of Homes Every Month



Most of your customers see in their favorite magazines each month the splendid advertisements in colors that tell them of many ways to use Raisins. They are reminded in this way to keep raisins handy at all times.

Sun-Maid Raisins for pie, with oatmeal, in puddings and cake, and many other uses are suggested.

Turn the power of these advertisements to your personal ends by displaying

SUN-MAID RAISINS
ON YOUR SHELVES AND IN YOUR WINDOWS

THREE VARIETIES: Sun-Maid Seeded (seeds removed).
Sun-Maid Seedless (grown without seeds).
Sun-Maid Clusters (on the stem)

California Association Raisin Co.
Membership 9,000 Growers
FRESNO, CALIFORNIA.



Furnivall's

Nothing happens by chance in the making of Furnivall's Jams. From the moment the fruit is selected to the time when the container is sealed and labeled every part of the process is based upon proven principles of better jam making. Are you stocked?

FURNIVALL-NEW,
Limited
Hamilton Canada

Canada Food Board License,
No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: J. T. Price & Co. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

Sani-Flush

(TRADE MARK REGISTERED)

People want *Sani-Flush* as soon as they know its purpose. An article for cleaning water-closets is a necessity.

Sani-Flush easily and quickly removes all stains, sediments, and odors from the closet bowl and trap. No scrubbing is necessary because the action of *Sani-Flush* is solvent.

Call *Sani-Flush* to the attention of your customers and they will want it.

HAROLD F. RITCHIE & CO.
LIMITED

10-12 McCaul Street
TORONTO, ONT.



Sell Your Customers Good Brooms

—and Make Certain They'll Come Back

The best Broom made is Simms' Broom. The finest selected Corn only is used in the Simms' Broom.

And the Simms' Broom is put together to *stay together*.

There is nothing that annoys a woman more than a broom that sheds its stock over the floor behind her.

**Sell her a
Simms' Broom
and help her
to avoid this.**



**Write for
our Price Lists**

Get in a good supply of these Best of Better Brooms.

Substantial profits—and re-sales assured.

T. S. SIMMS & CO., Limited
ST. JOHN, N.B.

Branches: Montreal, Toronto, London

**Every-day
USE
means
Every-day
SALES**

S	M	T	W	T	F	S
						1
2	3	4	5			
9	10	11	12			
16	17	18	19			
23	24	25	26			



ONE of the big things Klim advertising is doing is educating your customers to the every-day use of Klim. Eventually every woman who has learned by experience the purity and convenience of this powdered separated milk will be using it as regularly as she now uses dairy milk—and there's only one way she can obtain Klim—from her grocer.

**That is your incentive for pushing
Klim**

Canadian Milk Products Limited
TORONTO
St. John Montreal Winnipeg

Y & S STICK LICORICE

in 10c Cartons



**Everything in Licorice for all
Industries using
LICORICE
in any form.**

Made in Canada by

National Licorice Company
MONTREAL

EVERY DOG OWNER
throughout the World
Knows
SPRATT'S
DOG CAKES
and
PUPPY BISCUITS

Will you cater for
those in your town?

Ask your jobber for them or write for
samples and prices to

SPRATT'S PATENT LIMITED

Congress Street, NEWARK, New Jersey, U.S.A.
or
24-25 Fenchurch Street, London, England.

Something New in Appetizers—
MAROMA

Made in conjunction with
our famous Blue Seal Pro-
ducts and made from the
very finest ingredients.

Fine for Fish and all kinds
of grilled meats, and gives
a delicious piquancy to
salad dressings, Mayonnaise
Sauce, etc.

Maroma will captivate your
most particular customer.
Try a little display.

E. W. Jeffress, Ltd.

WALKERVILLE, ONT.

W. G. PATRICK & CO., Limited

Toronto and Winnipeg Selling Agents for our
Blue Seal Lines

**FINEST CRYSTAL
GELATINES**

Powdered and Sheet
FINE LEAF GELATINE

British Manufacture

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO



You'll get splendid results from a dis-
play of

**MATHIEU'S
NERVINE POWDERS**

Other Grocers are finding Mathieu's
Nervine Powders particularly good sell-
ers.

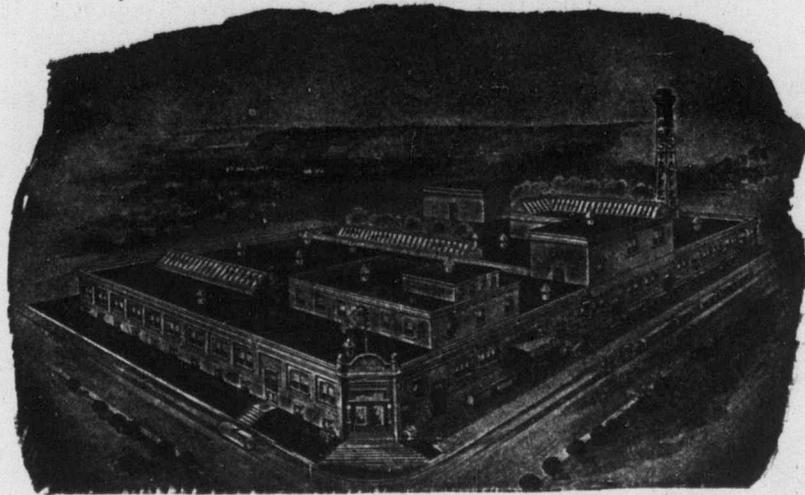
Every package sold means a satisfied
customer and a good profit for you into
the bargain.

Recommend Mathieu's for Headaches,
Neuralgia, Sleeplessness and associated
complaints.

J. L. Mathieu Co.,

Proprietors
SHERBROOKE QUEBEC

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass
Jars

THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

STRAWBERRY JAM

Now Ready for Delivery

Order from Your Wholesale Grocer

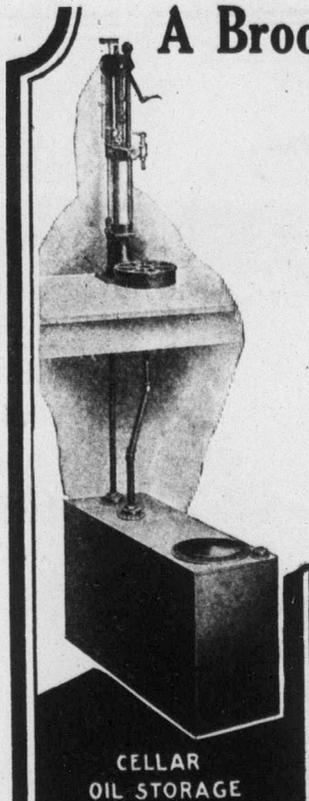
WAGSTAFFE, LIMITED

Pure-Fruit Preservers

HAMILTON

CANADA

A Broom Can't Clean the Oil Room



You can't "sweep-out" the offensive oily odor that comes from slip-shod oil storage. It gets into everything. You may not notice it because you are use to it, but your trade notices it the minute they step into your store.

BOWSER ESTABLISHED 1871 **Oil Storage Outfits**

keep the oil where it belongs. No exposure to the air---no leaking---no oil on the floor---no oil on your hands---no oil on eatables---no complaints from your trade.

Fill the Tank from Outside

It avoids dripping oil through the store. Your customers will say: "That BOWSER is fine, it keeps the oil pure and the store clean." Such good will is profitable for you.

S. F. BOWSER CO., LIMITED

60-68 Fraser Ave.

TORONTO, ONT.

CELLAR
OIL STORAGE

**ROYAL
ACADIA
SUGAR**

She'll like Royal Acadia

You have but to introduce this peerless sweetener to the housewife to win her lasting sugar custom. She'll like its delicious goodness, its undoubted purity.

Every Grain Pure Cane.

Royal Acadia is sold in 2 and 5-lb. cartons; 10, 20 and 100-lb. bags, and half barrels and barrels.

The Acadia Sugar Refining Co., Ltd.
HALIFAX, CANADA

FOWLER'S PRODUCTS "Are Better"



Fowler's Wantmore Peanut Butter. "The Finest Spread for Bread."

Fowler's Electro-pure Ciders. "The Great Refreshers."

Fowler's Wantmore Salted Peanuts. "Nuts that taste Better."

All of Fowler's Products are made so good that MILLIONS USE THEM.

R. L. FOWLER & CO., Limited Manufacturers

Factories at Calgary, Saskatoon, Regina.
Head Office—Calgary, Canada.
Genest & Genest, Ltd., Montreal,
Representatives for Province of Quebec.
Jas. Nolan, Winnipeg,
Representatives for Province of Manitoba.
W. H. Edgett, Ltd., Vancouver,
Representatives for Western British Columbia.

Every EUREKA Refrigerator

is equipped with the Eureka patented cold dry air circulation system.

And

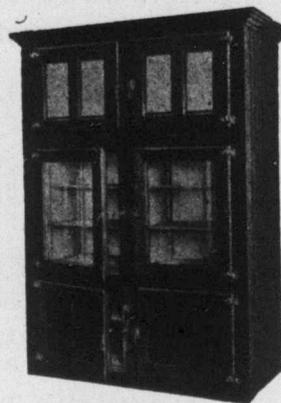
because of the system and of the conscientious construction of the Eureka Refrigerator, every inch of the cooling chamber is equally good for the successful conservation of perishable food-stuffs.

Ask a brother merchant who has one.

Satisfied customers our best ad.

EUREKA REFRIGERATOR CO., LTD.

Head Office: Owen Sound
Branches: Toronto, Hamilton, Montreal, Calgary, Halifax



No. 19
Eureka Refrigerators

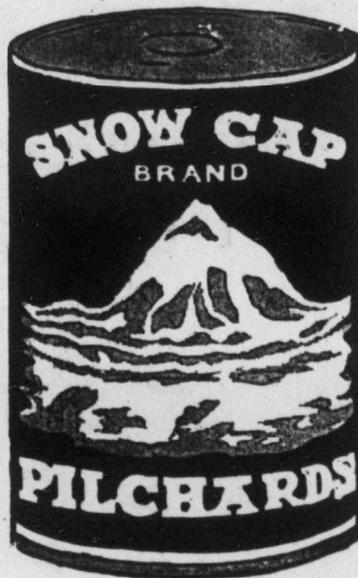
Imperial Rice Milling Co., Ltd. VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian Market to-day.

Canada Food Board License No. 4-517.

SNOWCAP PILCHARDS



Delectable and Dainty Hand Packed

BY

The Nootka Packing Co., Ltd.
NOOTKA, B. C.

Packed in 1 lb. Tins and 1-2 lb. Flats. Sold By Your Jobber.

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited
VANCOUVER, B.C.

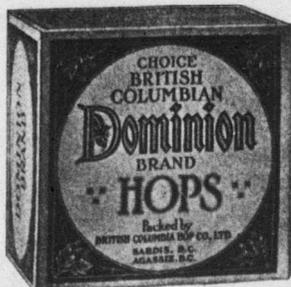


HOPS

In Quarter and Half Pound
Full and Short Weight Packages
BUY DIRECT FROM THE PRODUCER
BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B.C.

Head Sales Office:
235 Pine Street,
San Francisco,
California.



Largest Hop Growers in Canada
Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
Ontario: Raymond & Raymond, London, Ontario.
Quebec: Arthur P. Tippet & Co., Montreal, Quebec.

DESICCATED COCOANUT

We import direct from our own
mills at Colombo, Ceylon, and stand
behind the quality of our goods.
The prices we quote are rock-
bottom. Let us quote you on your
next requirements.

Our agents are:

Tees & Perse, Ltd., Winnipeg, Fort William, Regina,
Saskatoon, Moose Jaw; Tees & Perse of Alberta,
Ltd., Calgary, Edmonton. Newton A. Hill, Toronto,
Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream &
Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax,
N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters
VANCOUVER

Importers T Exporters FUJITA & CO.

VANCOUVER, B.C.

IMPORTERS
OF

QUALITY BEANS
WALNUTS
PEANUTS
RICE, ALL
ORIENTAL
LINES

HEAD OFFICE: KOBE, JAPAN

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA VANCOUVER

KELLEY-CLARKE CO. VANCOUVER, B.C.

GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

B.C. Market?

We can place one or two good Specialty lines. Our firm has back of it a 15 years' success reputation. We have a staff of aggressive salesmen and first-class storage and warehousing facilities. Write us if you want real representation.

M. DESBRISAY & CO.

Salmon Cannery and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

North West Trading Co., Ltd.

Importers of Australian and Oriental Produce
SALMON BROKERS

DOMINION BLDG. VANCOUVER

Little Bros. Ltd. VANCOUVER

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE

CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

PETER LUND & COMPANY MANUFACTURERS AGENTS

Can sell, and if required, finance one or two additional staple lines for British Columbia Territory
Interested - manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

MANUFACTURERS!

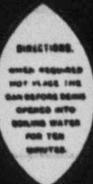
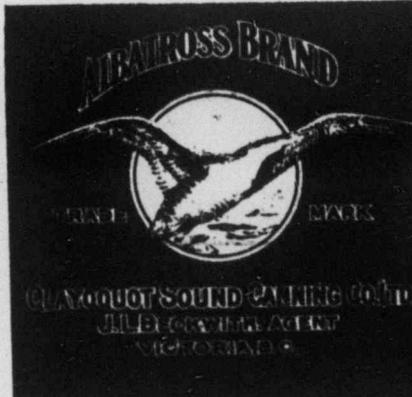
Why delay getting your product placed in this market? With an established connection of years' standing we can give you splendid service.

R. G. BEDLINGTON & CO., LIMITED, VANCOUVER

IMPORTERS

Established 1905

EXPORTERS



FRESH
BRITISH COLUMBIA



PILCHARD

Your Customers Will Like

**ALBATROSS
BRAND**

PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchard a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.

J. L. BECKWITH, Agent
VICTORIA - B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES**ALEX. BAIRD LTD.**Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence SolicitedWholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.**C. H. GRANT CO.**Wholesale Commission Brokers and
Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.**W. L. Mackenzie & Co., Ltd.**
Head Office: WinnipegBranches at
Regina, Saskatoon, Calgary, Edmonton**Macdonald, Adams Company**Brokers and Manufacturers' Agents
Open to negotiate for new lines of
Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

EL ROI-TAN PERFECT CIGAR

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to
prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced
managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Broker

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for Service.

Williams Storage Co.

WINNIPEG

and

Winnipeg Warehousing Co.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED

Winnipeg, Man.
Saskatoon, Sask.
Regina, Sask.

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED, Fort William, Ont.
W. H. ESCOTT CO., LIMITED
Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignment Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA



The House of Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us.

Address:

140 Notre Dame Ave. E., Winnipeg

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

B. M. Henderson Brokerage, Ltd.

106-7 Adams Building, Edmonton, Alta.
(Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams,
Cereals, Fresh Fruits and
Vegetables.

MacCosham Storage & Distributing Co., Limited

MacCosham Bldg., Edmonton, Alberta
CARLOAD DISTRIBUTORS, CARTAGE
AND WAREHOUSEMEN
Free and Bonded Storage
5 floors—60,000 sq. feet.

Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE

P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

Say you saw it in Canadian

Grocer, it will identify you.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

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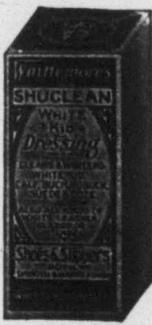
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Quality **Whittemore's** Variety
Shoe Polishes

The Shine That Lasts

Bostonian Cream. The ideal cleaner for kid and calf. Brown, gray, white, in fact, any other color or shade desired.
Gilt Edge Black Self-shining Dressing. The old reliable dressing for ladies' and children's shoes.
Shuclean. For white kid, calf, buck and Nubuck leather. Will not harden the finest and lightest weight of leather.
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Nobby Brown Paste Polish for brown shoes. **Peerless Oxblood Paste Polish** for red leather shoes.
Ask your jobber's salesman for complete catalogue with prices, or write us at Boston, Mass. U.S.A.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED
*Commission Merchants
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Canadian Food Control License Nos. 6-256/7/8

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Brokers and Commission Agents
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Our Motto: Always at Your Service

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PAPER

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FOR FAMILY TRADE
They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing 1/4, 1/2 or 1-lb. packets.
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Agents for the Province of Quebec
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To the Grain Elevators
I am open to handle your lines on a commission basis for Quebec Province, east of Montreal.
For references, write Merchants Bank of Canada, Quebec.
T. N. FALARDEAU
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If so, turn to page 72 and look it over
The opportunity you are looking for may not be there. Then create your opportunity by advertising. It is easily done. Write a concise description of what you need. Count the words. The rate is small, 2 cents per word for first insertion and one cent for each subsequent insertion. If you want your replies directed in our care the charge for Box is 5 cents per insertion extra.
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By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.

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Keenly interested in all descriptions of CANNED GOODS
 Specifically APPLES, PEARS and MEATS

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INVITED TO CORRESPOND

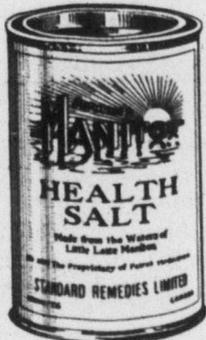
Bankers: ROYAL BANK OF SCOTLAND

From British Columbia to far off
Mexico---From Panama to
Punta Arenas the fame of

"SALADA"

is known to all who appreciate fine tea. After 27 years of "keeping constantly at it" we can conscientiously say we have never risked the public faith by tampering with the high standard of Quality originally set in 1892, and we never will.

Cures
Indigestion



Net Weight 4 1/2 oz.
Retail Price 25 cents.

Canada's
Mineral
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Products

Cures
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Net Weight 7 oz.
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Cures
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Retail Price 50 cents

Made from
the Waters of
Little Lake
Manitou

Swan River, Man., Mar. 20, 1919.
Standard Remedies, Ltd.,
Winnipeg, Man.,

Dear Sirs—I am greatly pleased with your goods. I sold fourteen bottles Sal Manitou the first day I placed them on my silent salesman. If every druggist would sell as much in a month as I do in a week, your success would be assured. They must be educated to the therapeutic value of Manitou Remedies. They should be enthusiastic as a result of the merit of the goods and the profit in sight.

Yours truly,
H. H. AGNEW.

66 2/3 % PROFIT

for you in handling these Remedies of merit
Which are widely advertised.

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Loggie Sons & Co., Toronto, Ont.; A. M.
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CHOCOLATTA

The "Made in a Minute" Combination
of Pure Chocolate, Milk and Sugar

You will find *Chocolatta* a favorite with your customers. If you are not already selling it write us now for full particulars and terms.

THE NUTRIENT FOOD COMPANY, LIMITED
1266 QUEEN STREET, WEST : TORONTO



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Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

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THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the *result* will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and

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THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

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King-Beach 1919 Pack



Pure Fruit Jams

combining supreme deliciousness
with unstinted purity and goodness.

Packed amid the gardens and orchards when
the bloom is on the fruit.

Order

KING-BEACH

Pure Jams from your Jobber

Export demand is creating a continent-wide
shortage—order early for your require-
ments.

The King-Beach Mfg. Co., Ltd.
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KEEN'S OXFORD BLUE



A daily reminder to the housewife that you are selling Keen's will increase the local demand for this widely-known and popular "Blue of Blues."

The warm weather demand for Keen's Oxford Blue is particularly worth catering to. Try it.

We will send you one of our Sailor Boys for your counter.

MAGOR, SON & CO., LIMITED

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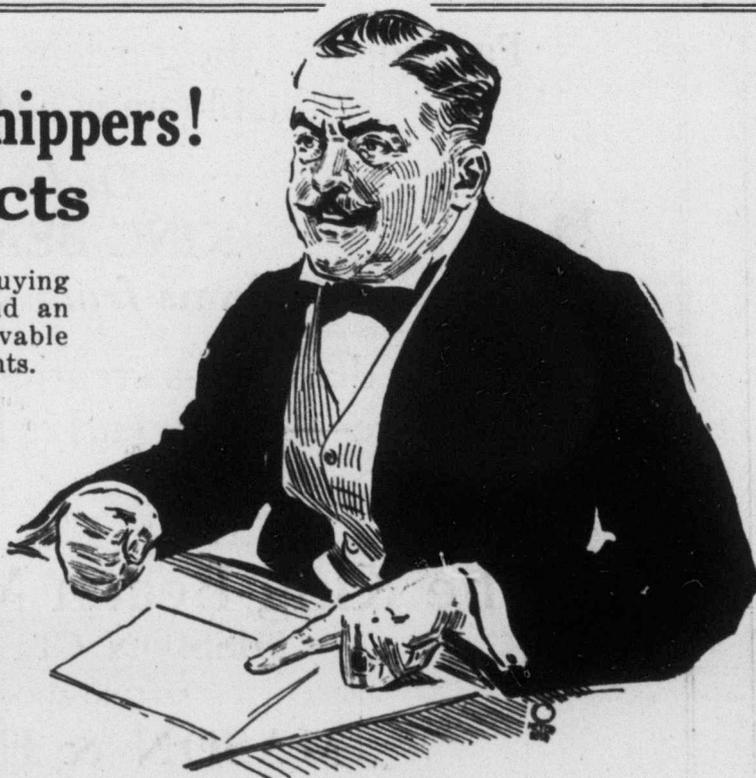
Manufacturers and Shippers! Get these facts

We have behind us the largest buying power, the largest distribution and an organization alive in every conceivable way that means **Service** to our clients.

We are purchasing agents for MacDonal's Consolidated Interests and our **Annual Purchasing Power is Twelve and a Half Million Dollars.**

Think of that when you're figuring on what organization is best fitted to give you results in the markets of Western Canada.

Correspondence solicited. Full particulars gladly furnished.



The Consolidated Purchasing Co., Ltd.

313-319 Pacific Avenue, Winnipeg

F. NICHOLSON, General Manager

CANADIAN GROCER

Vol. XXXIII.

TORONTO, JULY 11, 1919

No. 28

Capturing Apartment House Trade

This a Profitable Business and Close at Hand—Quick Service Essential—Glass Jar Goods a Big Seller—Making Use of Small Space

MUCH of the business done by W. J. Brown, proprietor of the Imperial warehouse, 888 St. Catherine Street West, Montreal, is direct with dwellers in apartment blocks. Of this class of customers Mr. Brown has from 50 to 60 families, and he states that it has been well worth while to extend to them a careful and speedy service. It will be readily understood that these people cannot buy in quantity, the very nature of apartment housing being contrary to storing foodstuffs. Therefore, the grocer must be near at hand, and if accorded one's trade he must be prepared to deliver quickly and deliver often. This Mr. Brown does.

"I keep one of my delivery boys always ready to make quick delivery direct to the customer in these apartment houses," said Mr. Brown to CANADIAN GROCER. "And fully 60 per cent. of our business comes over the phone, so that we must be prepared to serve this trade without any delays. And we have secured a nice trade in this way."

What Customers Want

Mr. Brown has studied his trade carefully, and believes that the customer should have only the best of groceries. To this end he specializes in the better qualities of such provisions and groceries as a day-to-day trade is most likely to require, and, as he remarked, "our customers want nothing but high-grade foodstuffs and will pay the price for them."

Of jams and jellies in particular this firm sells many cases, and an excellent array is displayed in the shelving. The bulk of stock is carried in glass. This sized container is appreciated by the customer living in the modern living quarters, and as for the grocer it is a clean and profitable line to handle. It enables him to select in a careful and discriminating way what he shall sell, for, with a special customer to whom price is a secondary consideration, special care must be exercised in selling a line that will invariably please and retain her custom. Mr. Brown has scored heavily in this way.

Of course there is a splendid demand, likewise, for meats and chicken, etc., in glass. While high in price, they are pre-



A glimpse of the attractive interior of the W. J. Brown store, 888 St. Catherine St. West, Montreal. Mr. Brown is shown standing behind the counter.

ferred, and the profit one can make is usually most satisfactory.

Maintaining Freshness

Cheese is naturally an excellent seller. This is carried in quantity when it can be secured, and the average sales will be around sixty full size cheeses within the calendar year.

During the war Mr. Brown found it difficult to maintain his usual assortment of fancy cheese owing to the Government restrictions, preventing, as they did, the stocking of usual quantities. Care in catering to cheese demand has been found essential here, and it has produced good results.

A neat refrigerator is used at one side of the store for the care of bacon, ham, cooked meats, cheese, etc. This refrigerator is iced the year round. Ventilation is afforded through the lower part of it, so that there is no contamination, and assuring a wholesome freshness that is ever desirable.

This refrigerator is of special design and size, serving as a counter, and as the customer comes along, she may readily see at a glance what is available. Such

a silent salesman has been found worthy the name, sales being constantly made without effort.

Conserving Space

Mr. Brown's store is very well located to serve a somewhat select class of trade. He finds a dual cash and credit system satisfactory, and has no intention of changing this policy, and believes that by selecting his patrons with care and giving necessary attention to credits there has been little to regret.

The store is not a large one, but it is well appointed. Care has been exercised in making the best possible use of space, and no room is lost. Some of the ideas used are worthy of mention.

At the entrance, and on either side of the one door, a narrow space has been reserved for shelving, and where various goods are displayed. These help to attract, rather than detract from the appearance of the store as one approaches. As a general thing, the goods placed here keep in better condition, Mr. Brown stated, than were they kept elsewhere. Care is taken to shut out dust and all other contamination.

Toward the rear of the store a large refrigerator has been installed for the care of butter, eggs, lard, shortening, margarine, etc., as well as milk and cream. This is easy of access, and being of generous proportions, it carries a splendid supply for several days.

Shelving reaches right to ceiling, all space thus being conserved with the dual benefit of a better appearance and full advantage of every foot of room being secured. Well displayed, the package goods carried make a fine appearance.

A neat little pay office is arranged not far from the entrance to the store, and the lady cashier quickly makes change and receipts bills.

Asked as to the effect of the war on his general business, Mr. Brown was frank in his expression. "It has made a big difference in the matter of entertainment. The greater cost of food naturally cut down to the very minimum one's entertaining of friends, and as a consequence there was a restricted buying. But there is now coming to be a desired change, and the old order will gradually return."

In buying care is exercised to prevent piling up of stocks unduly. Frequent turning of stock is Mr. Brown's aim, and while a very wide range is carried, totalling many thousands of dollars, the average turnover will be about six times the stock carried.

portations. Importers of both coffees and teas look for higher prices to rule on these commodities. Exporters of teas in India have cabled Canada, advising shipping of stocks in store here unsold, to England, where a higher market prevails.

FAVORS CREDIT SYSTEM

Maintains it Means More Business if Properly Conducted

By P. Anderson

Credit came in with civilization—when man began to have faith in his fellow man. To revert to a no-credit plan would be equivalent to reversion to savagery. Germany lost the faith of humanity when she abused the faith all nations held in the Hague and other treaties.

The entire financial system is based on the faith men have in each other's honesty. You are a more or less important cog in the financial system of the country.

If you pay your bills promptly the whole set of machinery works right—if you don't pay promptly the machinery is disrupted and a certain cog may have to be removed.

Credit is for your convenience. It is the easiest thing in the world to get—if you play square—the hardest if you shirk your responsibilities.

Credit is based solely and absolutely on past performances.

In the retail business credit customers are far more valuable than cash customers. When the customer has opened an account with you you will be fairly sure of practically all of their trade, but the cash customer usually is a bargain hunter and buys from you only occasionally.

Good credit, therefore, is more of an asset to your business, and if you have fifty customers buying on credit an average \$20 per month, you can figure on a least \$1,000 per month from these people.

The trouble with most merchants today is they do not have the proper system for keeping track of credit customers.

There are systems that make it possible to handle credit sales with the same ease as cash sales. It is as important for the merchant to have a good credit register as it is to have a cash register. The merchant of to-day who does not have an up-to-date system and a good credit business is not in as staple a position as the merchant who has good credit and a proper system for conducting the same.

This has been proven conclusively through carefully compiled statistics and warrants your serious consideration—have a credit business well handled and you have a good staple business. Cash business may be yours to-day and the other fellow's to-morrow.

No Shortage of Sugar is Likely Refineries Are Behind in Deliveries, But Stocks of Raws Are Ample—Heavy Demand These Days

THERE is not likely to be any shortage of sugar this summer, even though the demand at the present time is very heavy. Some of the refineries are behind on their deliveries, but there is no scarcity of raws, and it is merely in the matter of distribution that any difficulty is being experienced. The export commission is looking after any surplus stocks, and as far as sugar for domestic account is concerned, there is plenty available and likely to be through the busy preserving season of the summer. The only difficulty is getting the raws here and shipping the refined on time.

According to a recent report in the New York "Journal of Commerce," the Sugar Equalization Board in New York has virtually placed an embargo on the export of refined sugar for the next thirty days by requesting all refiners to suspend export for that period, because of the most urgent demand for domestic account. This will result in the domestic distribution becoming heavier than ever

before and should tend to relieve the acute situation now existing.

The Sugar Equalization Board is apparently working hand in hand with the Shipping Board, says the "Journal of Commerce," and it is reported that upward of 300,000 tons of raw sugar will come forward this month, which is practically fully up to the programmes as laid out by the Board earlier in the season. The Sugar Board's agreement with the Cubans was to take 260,000 tons per month for eleven months, but the contract has been exceeded in practically all months, and one in close touch with the officials stated that it was the purpose of the Board to rush raw sugar to the United States as fast as possible, and in this effort will be backed, it is said, by the full co-operation of the Shipping Board. Recently the Board reported purchases of 525,000 bags Cubas for shipment this month at the established price of 5.88c cost and freight.

Coffees and Teas Will Be High

Coffees on Spot Are Up a Cent Per Pound and Teas at Primary Markets Are Advancing Rapidly

THE present situation in the market for both teas and coffees is one of considerable strength. All primary markets are very much higher, and, according to information received in cable by importers, the possibility is that the market will remain firm for some time to come. While teas on spot are not quoted any higher on the Toronto market this week, coffees have been advanced a cent. per lb. Present buying of Ceylon teas laid down in Toronto ranges from 36c to 70c per lb., according to quality. Similar teas here are selling to the trade at from 40c to 80c on spot. Blending Indian teas with Javas only permit of such prices, with the present strength of the Ceylon market. Future prices are bound to be

strong because of the position of exchange on Ceylon, and also of the fact that stocks of Javas are fast being depleted, and new arrivals are unlikely because of the discriminating duty on them.

In the case of coffees, the market has advanced until quotations have reached record figures. New buying is at prices higher than are quoted on spot. The market is very uncertain, and just what export demand may develop from Austria and Germany is not known. It is a fact that these countries have been without coffee for some time past, and have been using substitutes, but whether they can arrange credits to permit of entering the market again, will undoubtedly be a difficulty in the way of extensive im-

The Necessity and Importance of the Retail Distributor and his Relationship to all Other Industries

An Address Delivered by E. M. Trowern, Secretary of the Dominion Board of The Retail Merchants' Association of Canada, Before the Royal Commission on Industrial Relations, Appointed by the Dominion Government to Enquire Into Industrial Conditions, Which Met at Ottawa in June, 1919

ALTHOUGH the question of the increased cost of merchandise and the cost of distribution at retail may not be considered by your committee to properly come under the public enquiry that has been allotted to you to report upon, yet we feel that it is so closely related to the subject you have under consideration that we are taking the liberty of presenting to you a few facts on the subject of retail distribution as we see them, standing, as we do, between the producer, the manufacturer and the workman on the one hand, and the consumer on the other. So much has been said about the conditions of the producer and the manufacturer, and what is termed, for the sake of a better classification, the "working classes," and so little has been said about what is known as the distributing classes, that the whole subject has become confused and misunderstood.

Millions Invested

It is not generally known that there are many more millions of dollars invested in distribution than there are in either manufacture or production. It could not be otherwise; merchandise must always be manufactured ahead of the immediate demand. Goods produced or manufactured in Vancouver are of no value to people residing in Halifax unless they are transported to the latter point. To do this, it requires negotiation, purchase, transportation, warehouse facilities, retail facilities, etc., and final delivery to the ultimate purchaser in single items. A host of transactions take place before the goods are finally delivered. All these separate transactions cost money, and take time and intelligence, in addition to "capital," which cannot be regarded in any other light than "accumulated industry."

Present System Natural Development

We are quite aware that arguments have been put forth for centuries striving to discover some plan whereby goods produced or manufactured can be handed direct to the consumer, and to have the middleman—which means either the wholesaler or the retailer—removed. All efforts in this direction have been failures, and they always will be failures, because the present system has been a natural development that has grown out of actual necessity.

Prunes or raisins grown in South America or in Egypt are of no value to consumers in Ottawa unless they are brought directly to their tables here. No consumer would think of ordering such things direct, or having them shipped in small quantities; they must come in bulk. When they arrive they must be cared for, protected against weather and other conditions, sold to the retail

trade, and distributed by them to their customers.

Property Value High

The value of the land and buildings upon which retail stores are situated, together with the value of the wholesale properties, exceeds in value and is more highly assessed than any other property in any municipality. Add the value of all the retail property in Canada together, couple with it the value of the stocks which are held waiting, ready and near at hand for the convenience of those who want the goods, and then add the value of all the wholesale property and merchandise to the retail property, and you have a volume of wealth that far exceeds the value of all our farming and manufacturing industries. This costly and expensive system exists because it is required and because there is no other legitimate system that can take the place of it. It has been found to be the most economic, convenient and elastic system that can be provided, and it has developed through necessity and experience. There is no practical proposal or scheme in sight that can take the place of our present system of distribution. It requires adjusting here and trimming there, but the underlying principles cannot be abolished. We are anxious to go on and develop it and make it more complete and convenient. This

Retailers perhaps take their position in the economic scheme of things too much for granted. The campaign instituted by some of the daily newspapers to discredit their standing in the community is one which should awaken in the mind of the retailers a realization of their importance in the successful merchandising of goods. It is high time the retailers were organized into a body by which recognition of their just claims could be secured and opposition to any proposed legislation which would hamper their successful functioning be systematically opposed. Co-operation is seen in labor circles, in farmers' clubs, but the retailers sit calmly by and have to stand abuse at the hands of those who know not whereof they speak. The retailers cannot be successfully displaced, but their operations can be curtailed to a point where they cannot operate successfully. It is to fight against any such legislation that the retailers should be organized—the organization should be effected now.—EDITOR'S NOTE.

can only be attempted by those who practically understand the principles which guide and direct it. No improvement can come from any other source.

The Co-operative Society

All attempts that have been made by those who operate "Co-operative Societies" in any part of the world have proved to be nothing more than the old scheme of one merchant endeavoring to outwit his competitor by trying to tell the public that his goods and his system are far superior to those of his neighbor, whereas the so-called Co-operative Society system is clumsy in its operations, inferior in its service, and its methods of handing back so-called dividends or bribes to its customers have all the deceptive elements of the trading stamp scheme.

To those who are not acquainted with the problem of retail merchandising, and from the manner in which some of these co-operative societies advertise themselves, and their supposed superior methods, it is not surprising that those who are unfamiliar with the "tricks of trade" see some virtue in their proposals, but those who are thoroughly familiar with trade, and who are anxious to have all trade transactions based upon a sound, healthy, moral basis know full well that any system of merchandising that is based upon the placing of a higher price on any article to a customer, and then handing the increased price back as a bonus or a dividend or a bribe to secure and hold the trade, by or through any pretext whatsoever, is wrong in principle and commercially unsound, and it is for this reason that reputable and honorable retail merchants will have nothing to do with business methods of that character.

Not on Sound Basis

If the claims put forth by these so-called Co-operative Societies were true, and the principles upon which they are founded were correct, everyone conducting a retail store would adopt the same system, but the co-operative system is not adopted because the principles upon which they are founded are commercially unsound, and their methods can never appeal to those retail merchants who want to see the retail trade of Canada placed upon a higher plane.

An Important Duty

Believing, therefore, that we, as retail distributors, are an absolute necessity, and that our services cannot be dispensed with, we feel that we have an important duty to perform in every community throughout Canada, and we further believe that owing to our financial position, our absolute necessity, and our numerical strength in every city, town and village throughout Canada, that no question affecting what is termed the "working classes" or the "manufacturers" or "producers" can be intelligently considered without taking the great problem of distribution into consideration as well.

Circle is Complete

Retail merchants stand in a very unique position in every community. They reach out and take the goods from the producer

and manufacturer and hand them to the consumer. Every increase that is made to any article, whether it is through increased wages, the increased cost of raw materials, increased transportation, increased rent or the increased overhead expenses of every class through whose hands any product passes, is collected again by the retail merchant from the consumer. The higher wages go the higher will go the prices of the articles created by the wage earners. The circle is complete and no system of reasoning can alter this truth. The law of supply and demand is the basic law upon which everything is founded. The dearer goods are the less profit the retail merchant makes, as the demand is lessened, and his business turnover is, therefore, less.

High Wages—High Merchandise

In order that workmen can be able to purchase all those things that are necessary for their actual comfort, they must receive a salary more than equal to the value of the actual things required so as to enable them to lay aside sufficient for old age, etc. If wages keep climbing up, merchandise will go on climbing up, and there is no scheme that can be proposed that will prevent it. If wages climb higher on one class of goods than they do on others, the workmen will be limited to fewer classes of goods and their comfort will be affected thereby. If, for instance, a working man received twenty-five dollars a week, and with that sum he could pay his rent, buy groceries, meat, fuel, light, clothing, boots and other actual necessities, and his rent was doubled, he would be compelled to forego purchasing some of the other articles of necessity, and, having to do without these necessities, he would immediately become discontented. On the other hand, whatever necessities he economized on it would injure the retail merchant who handed those lines, and he in turn would have to undergo the same weeding out process as that undertaken by the wage earner.

Community Affairs Inter-Related

These simple illustrations are made for the purpose of showing how closely the affairs of every community are inter-related, and whenever one class is affected all classes are affected.

Our purpose in submitting these brief views on the problem of retail distribution, which is one of the most difficult problems for those who have had no practical experience in it to understand, is to point out that there is more capital invested, and more people employed in distribution than there is in production and manufacture combined, and that, in our opinion, no plan, no scheme and no device that can be suggested can ever alter it unless we turn our plan of civilization backward and all begin again to be tillers of the soil and makers of the things we use and require. No one would be satisfied to go back again to the simple life of making our own candles, and using flint instead of matches, and using a spinning wheel to make clothing out of sheep's wool. We have experienced life's comforts and we want them, and if we want them and must have them, we must pay for them. A meal provided in a million dollar hotel will always cost more than a meal provided in a tent. There is a price ticket on everything. The best things cost the most, and if we desire them we must be prepared to pay for them or go without them.

An Advanced Age

To properly consider the subject we have before us we must take conditions as we find them to-day, and not as they were a century or two ago. To-day we have public school systems all over the world. Boys and girls, and men and women, have been educated to try and think. In every sphere of activity we see development. We find improved machinery in all lines of manufacture and production. We have labor-saving devices and we have transportation facilities that are unequalled in any age

of the world. We have new devices for transportation, such as automobiles, automobile trucks, aeroplanes, bicycles, etc. In electric power and electrical devices we are in advance of anything in the history of the world. In telephones, telegraphs and cables, our advances are phenomenal, and all this with the many other new inventions such as gramophones, etc., which can produce the human voice, all these things have been brought about by those who have been educated to think, to diagnose, to investigate and to study.

While the thousands who have been giving their attention to the above commercial improvements have succeeded, another class has been thinking along other lines, but their thinking has produced different results.

What Lack of Commercial Training Reveals

It is said that a little learning is a dangerous thing. In many cases this has proven to be true. Not having had practical experience and an opportunity of giving any study to the great problem of distribution, the rock upon which thousands upon thousands of persons engaged in other walks of life become shipwrecked is where they venture out upon its dangerous surface. These persons who have not had a proper commercial training advocate among other things the following:

1. The abolition of the middleman.
2. Direct purchase and sale between producers and consumers.
3. Municipal trading in coal, wood, milk and other articles of common use.
4. Public retail markets to enter into competition with tax-paying retail merchants who carry vegetables all the year round, whereas consumers cannot buy vegetables in the market when the temperature is below freezing point.
5. Without knowing the unsound, commercial basis upon which so-called "Co-operative Societies" are established, they advocate their adoption.

Wrong Thinking at Root of Trouble

In our opinion, it is wrong thinking of this character that lies at the root of our present troubles and unrest to-day. The remedy for this false thinking lies at the door of the retail merchants themselves. Believing, as we do, that no intelligent system on earth can be devised to abolish the retail merchant, or whereby all means of retail distribution can be operated entirely by the State, and that all men must have the right to develop their own lives as they deem best for themselves, without injury or interference with the rights of others, it is our duty to make our claims known.

Retailers Here to Stay

We wish, therefore, to repeat again that the most difficult problem of all problems for the average student of political economy to understand is that of the distribution of merchandise at retail. It has puzzled wise men before corn was sold in Egypt, and it will puzzle wise men and social economists until the crack of doom. Retail merchants have been on earth for centuries, and they will be here for all time. You can devise no plan that will abolish them because they are an important and essential part of every community. They comprise the active, independent and free men of every municipality. Their chief desire is to be allowed to do their business on a sound, business basis and their chief enemy is municipal and legislative restrictions that are proposed to be placed upon them by those who do not understand the simplest principles of buying and selling.

Few Labor Troubles

As to the labor troubles of retail merchants, they have very few. Most of their clerks are their friends. A young man who enters behind the counter of the average retail merchant's store must take an interest in the business. He must be pleasant and agreeable with the customers of the

store. The proprietor knows his habits, knows his Christian name; he calls him Bill or Bob and he interests himself in his work, and encourages him to develop his character. It has often been said, and we have never heard it disputed, that the best business college in the world for a young man to enter is behind the counter of an honest retail merchant.

Influence for Good

A retail merchant who places his name over his door and who is always before the public, has a stake in the community, and his influence is for good and not for evil. Strikes, lock-outs and hold-ups are never heard of in ninety-seven per cent. of the retail stores in Canada, nor will they ever be heard of, because each store has its own plan of paying wages or giving commissions on profits, or giving bonuses or increasing salaries according to the ability of the clerk to earn. No system of paying all clerks the same salary, even in the same class of trade, could ever be adopted, because the clerks themselves would object to it. The principle that exists, and which always will exist, is to pay clerks according to their worth to the firm. This is the only fair system and the only one that will give them an incentive and an ambition to some day become their own masters. In Canada to-day every young man who is ambitious and who is willing to devote his time and thought to the business of his employer in the retail trade can find an opportunity of advancing to the highest position in the store, or becoming a partner, or eventually entering into business for himself. The first thing, however, that must be done, and for this reason, chiefly, we are submitting this article, is to impress upon the public mind that the man behind the counter is performing equally as useful and important work in the community as the man behind the lathe or the man behind the plough.

Occupy Most Important Position

As retail merchants, in the past we have been too docile and too unconscious of our own importance in the community, and we have allowed all sorts of reports to be circulated by those who know nothing about the problem of distribution, being of the opinion that the public would not believe the statements made. In the future we hope to remedy this condition by taking our proper place in the community and insisting upon equal recognition with all other kinds of useful employment. As stated before, we occupy the most important position in the life of every well ordered community. We are here because we are required, and we will be here for all time, and there is no other system of distribution that can supplant us.

For this reason, if for none other, the Dominion Government must recognize that it is essential that no unfair or discriminatory legislation should be passed that will hamper our progress or interfere with our rights as free citizens. At the present time we welcome the opportunity to be able to lay before the special committee of the House of Commons, which has been appointed to investigate the cost of living, all the facts concerning the retail trade that we have in our possession, as we feel that the more we make our condition public the more the public will respect and appreciate us.

I.X.L. CO. IS REBUILDING

The IXL Spice and Coffee Mills, Ltd., London, Ont., whose manufacturing plant was destroyed by fire last week, are rebuilding and installing new machinery. The company points out that while the fire necessarily delayed shipment of orders for a day or two the factory is again running full capacity, and orders are being shipped promptly.



MEETING THE HIGH COST OF LIVING WITH BEANS

Even in these days it is possible to get a high amount of food value at comparatively little expense. Beans, while they have increased in price in the past years, have not increased enough to put them on a par with most other foods of equal food value. They are therefore a commodity that the grocer can push with a good conscience.

The accompanying photo illustrates how J. L. Wyckoff, of the Wyckoff Quality Food Store, London, Ont., featured beans in his window display. Here again is a forceful example of the attractiveness of displaying in bulk. The whole floor of the window is piled deep with loose beans, while around the display are other food commodities that go well with these goods—catsup, canned asparagus and sweet potatoes—with attractive cards calling attention to each line.

Going After the New Family Trade

D. A. Mackenzie, of Souris, Man., Has Built a Big Business by Adopting Progressive Methods—One of the Best of These is to Gain the Friendship of the New-comer to the Town

WHEN a new family comes to town which merchant secures their grocery trade?

Is it not likely to be the man who first extends a welcome to them and who is first to solicit their patronage? D. A. MacKenzie, of Souris, Manitoba, thinks so, and he has prepared a form letter which is mailed to new arrivals when he finds that they have come to make a home in Souris. He keeps a stock of these printed forms on hand, printed to represent a typewritten letter, and all he has to do is to affix his signature and drop it in the post office. The impression created on people who are new to the community, and who feel perhaps a little out of place and lonesome in a strange town must go a long way toward influencing them to trade with this dealer. They are likely to remember for a long time to come his thought-

fulness in extending a welcome to town, even if his solicitation for trade is coupled with that welcome, and they are certain to mark him as a live grocer, who will give them service in the future.

Herewith is shown a replica of the letter that Mr. MacKenzie sends:

The MacKenzie grocery store in Souris is one of the finest in the West. Only a year ago Mr. MacKenzie kept a

general stock of goods but he decided to discard all other lines and deal in groceries alone. At that time he put in a \$300 wall cabinet for the reception of stock in bulk and erected a public drinking fountain in the centre of the store. It is the only one in town, and it appears to be a fact that women buyers, particularly farmers' wives, come to this store in order that they may refresh themselves instead of going to a soda fountain or hotel.

Mr. MacKenzie stated to a representative of CANADIAN GROCER that he has succeeded in confining his business to a thirty-day credit limit.



MACKENZIE'S

SOURIS, MANITOBA
CANADA

GROCERIES &
PROVISIONS

Dear Madam:

Let us be one of the first, if not the first, to welcome you into our neighborhood. We hope that you will feel at home and be happy amongst our people and that your endeavors will be attended by prosperity

One of your first steps on coming into a new place, is to decide where you are going to buy your groceries and provisions. Let us venture to hope that your choice will be MACKENZIE'S.

We would like you to get acquainted with our store as soon as possible. If there is anything we can do to help you get settled we shall be only too glad to prove our readiness.

Our store is filled with a well assorted stock of high quality merchandise that we offer at the lowest prices, but we never sacrifice quality to make a low price. We always try to please our customers and give good service. Commence to deal with us and we think you'll like our ways.

Trusting to meet you soon,
Yours respectfully,

MACKENZIE'S

Per

The form letter with a personal touch that introduces Mackenzie's to the new comer to the town.



The left front of the MacKenzie grocery store in Souris, Man. The whole stock of this store is systematically divided into sections. This picture shows the arrangements of carton and package goods on the shelves immediately at the front of the store, with canned goods in the rear. Attractively displayed on a table in the background toward the entrance is tea of one brand, a large open box being placed for sampling purposes with the price plainly marked. Dried fruits are displayed on the table in the right foreground, and a very fine assortment of fresh fruit is attractively shown in the left foreground.

Wholesale Grocers are Real Distributors

Only System, Says Hugh Blain, Which Under Modern Conditions Can Properly Supply Consumers

By HUGH BLAIN, before the High Cost of Living Commission

THE wholesale trade employs the only system which under modern conditions can properly supply consumers with their requirements.

No other method can assemble, conserve and distribute the products of the world with an equal degree of efficiency and economy. Where the producer and consumer are in close proximity a direct transfer of products may be made to their mutual benefit, but this applies chiefly to bulky and expensive articles and farm products, and then only to a limited extent. Even in these cases the prices exacted are, as a rule, approximately the same as the consumer would pay in the regular course of business.

In general merchandising it would be impossible for the consumer to buy from the producer. A dozen oranges from Florida, a package of currants from Greece, or a caddy of tea from India, China or Japan, would be an expensive luxury if bought direct from the grower, and a package of needles, a spool of thread, or a rake or hoe, would be correspondingly expensive if bought direct from the manufacturer.

Retailer Cannot Buy Direct

It would be almost equally impracticable for the retail merchant to buy his goods direct from the producer or manufacturer. He would have to buy in quantities greater than he could handle to get the lowest transportation charges, and even if he could buy in small quantities to suit his requirements, the cost would be greater than he could buy from a well-managed wholesale house.

The established channels of distribution are from the producer or manufacturer to the wholesaler; from the wholesaler to the retailer; and from the retailer to the consumer. In other words, the logical and practical system of distribution is through the wholesale and retail trade.

If those channels are beneficial economic factors in the distribution of products to the consumer, they should be reasonably protected. Are they? We say they are beneficial economic factors, and ask again "are they protected?"

Need of Inland Trade Commission

For many years we have urged upon the Dominion Government the appointment of an inland trade commission. In our last interview with the Government, recommending such an appointment, I stated in the plainest terms that while Canada had spent many millions of dollars on production and foreign trade, it has never spent a cent on domestic trade. Mr. H. C. Beckett, of Hamilton, who is here to-day and a large number of wholesale merchants, and also Mr. E. M. Trowern, Secretary of the Retail Merchants' Association, were present, and strongly urged the appointment. Sir Geo. E. Foster, Minister of Trade and Commerce, admitted the correctness of the statement, and also admitted that domestic business was equally as important as manufacturing or foreign trade, and came more closely into contact with the consumer.

When the Hon. Mackenzie King amended the Anti-Combines Act I urged him to make the commission for which the Act provided a permanent commission, to supervise and regulate domestic business. He agreed with my views, but feared that public opinion would not warrant such an advanced step. If he had then done so, the commission would have been of great service to the Government when the war started. A properly organized inland trade commission would have had its fingers on the business pulse of the country, and could have furnished

the Government with the information it so much required.

We are here in Ottawa again, this time to urge your committee to recommend the appointment of an inland commission to supervise and regulate distribution, and prevent profiteering. The regular trader, as a rule, has neither time nor means nor extra warehouse facilities necessary to speculate (and the speculator is the man who is the profiteer). He whole time of the man with an established business is required to look after his daily affairs, and if he were to approach his banker for money to speculate with, he would be likely to receive a somewhat chilly reception. If we were profiteers we would not so long and so persis-

tently have advocated and pressed for such a commission.

Protection Against Profiteers

A well organized inland trade commission composed of shrewd, able business men in whom the public have confidence, and who had neither political nor business interests to serve, but whose whole time was employed in making a careful study of complex business transactions and business conditions, would protect the public against profiteering or exorbitant prices, and the assurance of such a commission that business was carried on fairly and honestly would calm the public mind and prevent much of the unrest

Continued on Page 31



The right front of the MacKenzie grocery store in Sour's, Man. Note the attractive cabinet in the rear, which was manufactured by a firm in Sour's. Its lower part is made up of false fronts for the display of groceries in bulk. On the shelves are placed an excellent display of goods in glass bottles, such as fruits, pickles, sauces, etc. Biscuits are attractively presented in glass covered boxes on a stand seen at the front of the store, and immediately next to it in the show case is a display of candy in boxes. On top of this show case is a smaller show case divided into five compartments, each of them filled with chocolate. The corner of a table is shown in the left foreground of the picture. This table occupies a place immediately in front of the entrance, on which is placed an array of dried fruits, and other seasonable goods.

Grocer Thinks He's Making 4.63%

In This Case an Investigation of the Evidence Supplied Does Not Make It Appear That Way—Figures Show a Well Understood Business—Some Slight Ground For Criticism, However

By HENRY JOHNSON, Jr.

THIS long letter and the detailed tabulations with it I feel justified in copying entire. They mostly speak for themselves, though I may comment a little at the end.

April 12, 1919

Dear Sir:—

I am enclosing copy of my expense chart for 1918, and for Jan., Feb., 1919. You will notice that several of the items are the same amounts each month, such as business tax, telephone, depreciation of accounts, fixtures, etc. These are paid once yearly, and so I apportion them over the whole period.

The charge for wrapping paper is based on the average for three months. Depreciation on accounts, etc., is based on the previous year's record with a good margin allowed for contingencies. The allowance for shrinkage is a safe margin, as we get allowance for fruit which is not in good condition when it arrives, and canned goods which are blown or bad are rebated by the wholesalers.

In the expenses I have not allowed any wages for myself as proprietor, nor charged interest on the capital invested, but all goods sent to my house and money taken is charged to my account. The sales for 1918 were put down in dollars only. Thus, if they were \$9,100.40, they went in as \$9,100, but this year I have put in the actual amount.

From the back of the 1919 chart you will observe that I have gone a step further in showing several other facts which will enable me to gauge the progress of the business more accurately.

The expense for Jan., 1919, is very heavy. There were several items of expense outstanding, also several items

which could have been held over, but as we were stock-taking January, 31st, all these were charged to the 1918 period. Included in the Jan. expense was the charge for overhauling the delivery car. In the summer my touring car expense is also charged to store expense, as it is used in the business part of the month.

The advertising expense for December, 1918, was high. During that period we disposed of two carloads of B.C. apples, which we purchased direct from the growers and which netted a good margin. This fall we have sold over 2,000 boxes of apples.

Sales for 1918 were \$110,059.34. Stock carried is from \$4,500 to \$5,000. The net profit, after allowing 10 per cent. depreciation on fixtures, 10 per cent. on account and 20 per cent. on delivery equipment, was \$5,096.66. The fixtures originally bought at 33 per cent., so that 10 per cent. should be a fair depreciation allowance. The car was put down as half value the last stock-taking, so 20 per cent. is allowing a good, safe margin.

We write off all accounts which are over six months past due, but our losses the past year have been very low. The present business was commenced as a partnership in June, 1914, but when that partnership was dissolved in 1916 there was a deficit of \$3,000. I stayed on in business, and after many struggles have pulled it through.

The city is around the 20,000 population mark. We have one male clerk, two girls and a janitor. We have a man on the auto and a boy on the rig. I superintend and look after the books and accounts. We make a specialty of window dressing, advertise weekly in the

local press, and endeavor to make our store the cleanest and most attractive in the city.

There are several other items, such as how we handle our fruit in the summer, which no doubt would be interesting to you, but space forbids at this time.

Our store is equipped with all the latest fixtures such as cash register, 3 computing scales, account register, silent salesman, large refrigerator, biscuit case, bin delivery counter, typewriter, adding machine, latest type meat slicers, electric coffee mill, etc.

In some of your articles, you mention "velvet." It may be interesting to you to know that in December, 1918, we received \$65.04 for discounts, and \$64.98 in Jan. For empty boxes returned to jobbers for packing cases, in December we received \$10.40, and Jan., \$39.00.

Yours truly,

A Little Self-Misleading

In the case of a man who took hold of a business less than three years ago with a deficit of \$3,000, and to-day has worked out that handicap, and who also keeps such detailed accounts as are shown by his statement, it is probably fair to allow that he is not fooling himself very much. So my criticism must be understood that way. Yet he does not send in such figures to ask merely for approval. He wants any weaknesses pointed out. So I do not hesitate to do just that.

Some of the items are not clear. For example, what is that "Prop" stuff which appears here and there? If those are items charged to himself, why not (Continued on page 31.)

EXPENSES RECORD.

1918	EXPENSES RECORD.												1919	
	Jan.	Feb.	March	April	May	June	July	August	Sept.	October	November	December	Jan.	Feb.
Wages, Store	295.00	295.00	322.00	347.70	311.35	322.25	311.00	298.00	348.35	338.00	429.90	338.60	394.00	\$314.50
Rent	100.00	100.00	100.00	100.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	100.00
Advt.	32.68	29.92	36.49	16.80	21.00	25.73	37.68	45.33	64.18	57.89	45.00	121.57	49.65	21.70
Wages, Deliv.	109.50	142.50	127.40	80.30	97.65	105.00	131.00	135.00	141.35	185.00	179.00	161.20	134.25	155.40
Auto Expense	96.60	65.25	137.62	171.09	56.70	177.55	148.70	181.30	115.50	130.75	113.76	126.23	209.90	25.95
Barn Expense	19.35	22.80		44.00	8.25		9.70	26.75	6.50		28.00	9.00	11.80	12.50
Ice							10.50	4.30	1.20					
Light	18.15	17.90	13.05	9.25	14.55	7.65	13.00	14.30	14.30	13.70		31.75	23.45	18.15
(Prop.) Water	2.68	2.68	2.68	2.68	2.68	2.00	2.00	2.00	2.00	2.00	2.00	2.00		
Coal	33.70	23.60							8.75	59.06			6.50	30.25
Prop. Paper	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00
Prop. Bus. Tax	9.00	9.00	9.00	9.00	9.00	9.00	9.00	9.00	9.00	9.00	9.00	9.00	9.00	9.00
Laundry	2.10	2.75	13.30		8.95					4.15	7.45	3.90	5.40	5.25
Prop. Phone	7.15	7.15	7.15	7.15	7.15	7.15	7.15	7.15	7.15	7.15	7.15	7.15	7.25	7.25
Insurance	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	9.00	9.00
Cartage	2.00	1.50	1.50	1.50	1.50								1.00	1.25
Stamps, Staty.	.70	3.25	8.05	7.38	6.68	8.60	8.80	3.45	4.55	4.95	10.30	14.10	10.60	6.00
Depreciation—														
Prop. Accts.	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00
Prop. Fixt.	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	22.00
Prop. Shrinkage	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	20.00	20.00
Sundries	10.00	20.75	10.00	.50	11.25	6.40	6.09	11.85	43.30	22.80	13.80	7.10	5.79	
Interest	30.38	23.57	21.96	20.15	15.41	3.81	5.57	.90		25.69	5.50	2.00	2.25	
Total	\$ 876.89	\$ 875.62	\$ 918.20	\$ 937.47	\$ 831.00	\$ 923.14	\$ 958.12	\$ 947.33	\$ 1,024.13	\$ 1,098.86	\$ 1,109.76	\$ 1,091.61	\$ 1,181.75	\$ 809.92
Sales	7,952.00	7,490.00	8,462.00	7,655.00	7,995.00	8,038.00	8,700.00	10,128.00	10,060.18	10,670.28	10,637.50	10,725.00		
Expense, %	11.29	11.69	10.85	12.24	10.38	11.47	11.11	9.35	10.18	10.28	10.43	9.82		
Accts. Out.		\$4,164.00	\$3,650.00	\$4,063.00	\$4,488.00	\$4,455.00	\$4,994.00	\$5,049.00						

Biscuits Bought According to Variety

Customers Seldom Call for Fancy Cakes by Brand Name, But Want Special Kinds—
Retailers Are Developing Biscuit Business by Aggressive Methods

INTERVIEWS with retail merchants show that they are developing a demand for biscuits by adopting aggressive methods. Those merchants who are content only to hand out a pound of biscuits to customers who ask particularly for them and who make no endeavor to display them attractively or push sales to their customers, very seldom have a big biscuit trade.

W. D. Stevens, the City Grocery, Port Hope, Ont., handles three kinds of fancy biscuits. A recent experience he had shows how the merchant can sell goods who gets behind them. Not long ago he was induced for a number of reasons to stock the third line of fancy biscuits. He decided to get behind these with his selling power and that of his staff, and by displaying them prominently on the counter and in the store in three days he had sold three boxes, each containing 30½ pounds. This is practically 100 pounds of fancy biscuits in the three days in Port Hope. He showed a few of the biscuits on his counter, and by suggesting to his customers that they try them he was able to include this line in most of the orders going out. Prior to this time the other two lines had complete sway in the Stevens store.

H. E. Martin, also of Port Hope, states that he carries three lines of fancy biscuits. He invariably sells these to his customers mixed, giving them some of each of the three brands. He thinks the lines carried are quality goods that will stand back of his recommendation, and he maintains his customers are satisfied with the goods he sends. This experience of Mr. Martin indicates that few customers ask for fancy biscuits by brand name. They do suggest the character of the biscuit they want, such as cocoanut wafers, sandwich biscuits, sugar wafers, arrowroot, etc.

Favors More Than One Brand

Edwin Guillet, Cobourg, Ont., maintains that it is not good policy to specialize on one brand of biscuits. He stocks three because he thinks customers like to get an assortment, and as one brand is, in his estimation as profitable as another, he is in a position to have a variety of kinds of biscuits with which to satisfy his trade.

R. L. Zufelt, Belleville, Ont., does not think it pays to stock too many brands. He carries two and has endeavored to select the two he thought would be best for himself and most satisfactory for his customers. He points out that it is considerable trouble returning empty boxes, and by having as few brands as possible this saves a great deal of time and trouble. He claims his customers are well satisfied with the two lines he has chosen.

H. E. Fairfield, also of Belleville, is of the same opinion as Mr. Zufelt in the

Fancy biscuits are usually purchased from retailers according to variety. For instance a customer asks for a pound of mixed biscuits including cocoanut bars, sandwich biscuits, fig bars, raisin biscuits, etc., rather than simply a pound of a particular brand. Investigations show, too, that aggressive retailers, by adopting live selling methods, frequently create business for a certain variety of biscuits which they know customers will like and which show a fair profit. Several retailers stock two or three manufacturers' goods just to be able to give a better assortment in varieties.

matter of the number of brands carried, but he confines his brands to one. He weighed all the information he had in connection with various brands and came to the conclusion that the one selected was the best in his interest as well as in the interest of his customers.

Sales Greatly Increased

R. H. Patchett, Dufferin Street, Toronto, handles two lines of fancy biscuits. He has about equal sale in these two but recently he adopted an idea that has assisted greatly in the sale of biscuits. He takes a special variety of one of these brands out of the original box and puts a nicely-arranged front in one section of his display counter with a neat card in one corner giving the name of the variety and the price. At the time CANADIAN GROCER representative called on Mr. Patchett he was featuring a cocoanut bar which had cost him 15c per pound. His card read: "Fresh cocoanut bars 30c per pound or 2 pounds for 50c." By this method the attention of the customer was attracted to the 2-pound price, and he sold the majority of his biscuits this way. By purchasing from the original tin customers would only buy probably ½ a pound, or at the most, a pound. Mr. Patchett claims that few customers think of the manufacturer when a special variety is taken from the general assortment in this way and prominently displayed with price. This method has educated customers to ask for a particular variety of fancy biscuits rather than for a particular brand. This has also resulted in the sale of three or four times as many of the cocoanut bars as were regularly disposed of.

Basnett's grocery, 2236 Queen Street E., Toronto, specialize in fancy biscuits and have worked up a very large sale in one particular line. Some years ago, like many other grocers, they stocked several different lines and a did a fair amount of business with each, but during the war, when it had become neces-

sary to use so many substitutes, they have found it a good policy to confine their purchasing to one line only as they claim this particular one has stood up much better in the matter of flavor, keeping qualities, and do not break so easily. Their customers seem to have gotten the habit of expecting their orders to be filled with this particular line and very rarely ever specify the brand.

Should Know the Manufacturer

W. J. Snell, 2135 Queen Street E., Toronto, maintains it pays to choose the better varieties of the best manufacturers of fancy biscuits. He sells most of the high-grade lines of "Made in Canada" goods as well as some imported lines. His customers, he says, do not often request a particular brand, but more often order "so many fancy biscuits, assorted." He finds that by keeping a large assortment prominently displayed that sales are materially increased, as customers intending only to purchase say half a pound, are frequently induced, through an attractive assortment, to increase their order. This display and large assortment, Mr. Snell contends, is responsible for the marked increase in his fancy biscuit sales.

E. R. Benn, Pacific Avenue, Toronto, says his customers do not request particular brands of biscuits but just a pound or half a pound of this or that variety. He is pushing the sale of — at present and finds most of their lines take as well as the older and better established makes. As they are not charging for their boxes he finds this an inducement to push this line.

Dorkin & Co., Annette Street, Toronto, stock several lines, but they pick the better sellers of each line and repeat their orders for these chosen varieties. Their customers do not demand any special brand and they frequently fill an order with two or three different lines.

BURLINGTON GROCER VICTIM OF AUTO FATALITY

Councillor G. Roy Page succumbed to injuries on June 30, received on the previous evening, when he fell from the running board of an auto, fracturing his skull. Deceased was born at Bronte 33 years ago. He spent a number of years in Vancouver, where he owned a grocery business. He returned to Burlington about four years ago, and until a month ago owned the co-operative delivery which he disposed of and purchased the grocery business of Roy Early. He had been a member of the town council for the past year and a half, a member of the fire department and of the Loyal Orange Lodge.

He is survived by his wife and three children.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

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MARGIN OF PROFIT IS NARROW

THE finding of the Cost of Living Committee, following recent investigations, should render quiescent, for the present at least, or until such time as there would seem some foundation for their statements, the assertions appearing frequently in the daily press, that practically all handlers of food-stuffs in the past few years have been profiteers. As was expected by those familiar with the situation, the committee found that the margin between the actual cost of production and what the consumer pays for commodities is reasonably narrow, in the main, that no material reductions in prices can be expected, except by increasing the volume or by lowering the cost of distribution.

The statement a short time ago by S. R. Parsons, past president of the Canadian Manufacturers' Association, that the retailers were the real profiteers has not been proven by the findings of the Cost of Living Committee. The utterance at the time it was made was felt to have been very unjust to the retailer, the more so because of its evident lack of reason, and the dangerous unrest it was apt to create in the mind of the consumer. The retail grocer has had as much to contend with, in the way of high prices as anybody, and nobody would welcome more gladly a return to normal conditions.

It is worthy of note that the committee found that the present price levels are not fixed, and that the solution of the whole problem lies in the willingness of the Canadian people to seize and make use of the splendid opportunities before them. The solution of the high cost of living lies in greater

production. It is the world-shortage of life's necessities, occasioned by more than four years of unnatural conditions growing out of war, and until the people once more turn to the pursuits of pre-war days, and production once more assumes a normal basis, prices are likely to remain at high levels.

It is largely the old law of supply and demand. The finding of the committee should do much to allay the suspicions and dispel the unrest in the minds of the people.

SHOW US A REASON, MR. CANNER

THE *Canner*, Chicago, an important organ of the American canning trade, does not think very highly of the retail grocery trade. We quote from a recent issue:

"Few retailers are creators of business. The majority are human slot machines. The average retailer doesn't push canned foods or anything else, but drifts with the current. The consumption of canned foods in the United States would be far greater if more grocers were possessed of initiative, combined with ambition and energy. How refreshing it would be to see grocers working to interest housewives in, for example, canned hominy, an article which isn't appreciated by two per cent. of the people of the country, or beets, or pumpkin, or spinach, or canned sweet potatoes, or canned shrimp, and a dozen other items of canned foods.

"The retailer stands behind his counter and hands out these really fine food products merely as customers happen to call for them. He spends, on the average, nothing at all for advertising; in fact, retailers who openly declare they 'don't believe in advertising,' are still (in this day and age) fairly numerous, strange as it may seem."

It may be that American conditions vary from those in Canada, but as far as the Canadian retail grocery trade is concerned, we are prepared to give a categorical denial of the statements quoted above, and we say this advisedly after about four months devoted to the investigation of this very subject, an investigation that has resulted in a series of articles showing just how and why the retailer was a salesman of certain lines of goods.

One would have thought that the "human slot machine" idea would have died long since, that it has not, is the crowning manifestation, that the reason certain goods are not sold is not because of the indolence and inaction of the retailer, but because of the blind ignorance of the manufacturer.

The idea that the retailer is a kind of mollusc, doing nothing, and placidly waiting for things to come to him, would have died long ere this, had the men who were eager to sell him goods taken the trouble to investigate just what purpose the retailer actually was serving in the scheme of distribution.

It would be refreshing "to see grocers working to interest housewives in, for example, canned hominy, an article that isn't appreciated by 2 per cent. of the people of the country." Very true, it would be very refreshing—to the canner. But why in the name of all that is reasonable should the merchant waste his time in introducing hominy to the housekeeper? It can be done, but show us a reason, Mr. Canner.

GROCER THINKS HE'S MAKING 4.63 PER CENT.

Continued from page 28

show his entire account? He says that he has charged himself no wages, but that all items which have been taken to his home, money withdrawn by himself, etc., has been charged to his account. But nowhere do we find any indication of how much he has taken out himself.

There is some self-deception here. It is beating the devil around a stump, or bush, or whatever it was! Because what it costs, it costs. What he withdraws and spends, he withdraws and spends. And all must come out of the business. So why not simply allow himself a salary, take it out each month and pay all his bills, to the business and otherwise? On that business, with \$100,000 sales and upwards, a fair salary allowance would be 2½ per cent., or \$2,500. To make such allowance would result in swelling the expense ratio from the present basis of 9.35 and 12.24 to 11.85 and 14.74. Such ratio would be very favorable in comparison with what most merchants are doing, especially seeing that the average throughout the year now is slightly under 10.76 per cent. and then would be only around 13.26 per cent.

Better All Around

Of course, this would cut the presently stated net earnings of \$5,096.66 to \$2,596.66, but that would then be an absolutely reliable basis. Moreover, the man who can do \$100,000 business and really make 2½ per cent. absolutely net on sales, with no items omitted or camouflaged, is a king-row merchant. So this plan would be better all round.

If it is true that the stock carried actually averages \$4,500 to \$5,000, the turnover is remarkably high. For on \$5,000 it figures out to 17½ times. If we should take \$4,750 as the average stock, the turnover would be just that much more favorable.

Depreciation allowed for is on exactly the right lines. All the extra "buffers" appear to be taken into account. There is enough liberality shown in the allowance for contingencies apparently to cover everything liable to reduce net earnings. Hence, altogether, this is a very well-guarded business.

Finally, this man is alert in his merchandising. He grasps opportunity by the forelock, as may be noted by his sales of fruits generally and apples in particular. Note very carefully that he did not shy off when apples were high. Maybe it was precisely because others feared to sell them at the high level that he took hold with courage, and made such a success of his venture. He is wise to make such a feature of his fruit department, for that is the end of the business which can be made into a feature of perennial attractiveness. His attention to window dressing points the same way.

In fact, there is nothing very serious the matter with this business that I can see. My suggestions merely touch those improvements which would round out

the accounting to an exact fit with actualities.

There are some other points on which I expect to touch next week.

CHOICE RECIPES FOR MAKING OF ICED TEA

The suggestion is made that the retail grocer might display some choice recipes for iced tea to his customers these days with good results. With a view to doing this the CANADIAN GROCER publishes herewith some very good ones, as follows:

One Good Way

Infuse the tea in the usual way and after five minutes or so pour it into an open vessel to cool. Do not put it into the refrigerator or it will cloud. When serving, place a piece of ice in each tumbler and pour in the cooled tea. Serve with lemon and sugar to taste.

Another Method

Serve the tea hot in the usual way, but pour from the teapot into tumblers nearly full of chipped ice. As soon as the ice melts, the tea will be deliciously cool. Serve with lemon and sugar. This is the instantaneous method and requires that the infusion be made a little stronger.

A Third Way

Use a quarter more tea leaves than for hot tea. Pour on boiling water and allow to steep not more than five minutes. Pour the liquid off the leaves into another pot or jug, and allow to cool gradually. Never use any artificial means of cooling till the time for serving comes. Then pour into glasses and add a slice of lemon cut very thin and a little crushed ice to each glass.

Note that the tea must be made some three hours before it is required to be served in order to allow of its being naturally cooled.

WHOLESALE GROCER DISTRIBUTORS

Continued from page 27

and apprehension caused by the reckless and venomous views of the professional agitators.

Such a commission should have power to call before it anyone accused of improper business conduct, and after a thorough investigation be able to punish the offender without throwing the responsibility upon the municipality, or the Attorney-General of the Province, or the Dominion Government. Such a commission would soon be able to intelligently assist the Government in passing uniform and just laws to govern the entire inland business of the Dominion.

To-day we are seriously discriminated against. In the Province of Ontario, in addition to paying the full Municipal Tax at so many mills on the dollar, which really provides for the business facilities we enjoy, we are charged seventy-five per cent. of the full regular Municipal tax as a business tax. Last year the wholesale business tax in Toronto on premises assessed at \$100,000.00 was \$2,287.50. The retail trade pays the full tax in every municipality in Ontario, and in addition the business tax on the average of thirty per cent. of the re-

gular tax. These are charges for distribution of goods through the wholesale and retail trade.

Mail Order Houses Escape Tax

The mail order houses (our special competitors) pay in addition to the full Municipal Tax, fifty per cent. of the assessment of their premises as a business tax, but pay no tax to the hundreds of municipalities into which they send their goods. This would mean a business tax in Toronto last year of \$1,525.00 on premises assessed of \$100,000.00, and no taxes whatever in other municipalities in Ontario. In addition to this, the Government, as far as we can judge, is delivering these goods for the mail order houses for less than cost, and we also believe is circulating bulky catalogues soliciting business through the P.O., at less than cost, and to the injury of many retailers who keep these Post Offices without receiving adequate compensation for their services. Even in the face of all this I am advised that the retail trade furnish goods to the consumer at lower prices than these mail order houses, when the additional expense is considered. The situation is of such supreme importance that it should receive the most searching investigation and examination and the fullest consideration, and it requires such a permanent commission of experts to perform this service.

Treatment of Manufacturers

Some of the manufacturers treat the wholesale trade and about ninety-five per cent. of the retail trade most unfairly. They sell the large retailer at the same prices as they sell to the wholesale trade, and the rest of the retail trade at a higher figure, overlooking the fact that the smaller retailers distribute by far the greatest volume of their products. The result is that the wholesaler has to sell the small retailer at prices that he cannot compete with his big neighbor, and while a small percentage of the consumers may get an advantage as well as the large retailer, it is ruinous to the average retailer, and to some extent accounts for the large number of failures in the retail trade, while it does not benefit the great body of consumers, and especially the poor class of consumers.

The wholesale trade has no objection to manufacturers distributing their products direct to the retail trade, but they should sell their whole output to the retailer, and treat the retail trade fairly by selling all at the same price. Some manufacturers do this, I believe to advantage, but they cannot do it in the goods handled by the wholesale grocery trade. Manufacturers by the score tell us that they cannot distribute as cheaply as we can, and Mr. Beckett and Mr. Eby will, I believe, be able to convince your committee that such is the case.

An Economic Factor

If the wholesale trade is not an economic factor in the distribution of goods, it should be abolished. If it is, it should not be subjected to the unfair treatment I have outlined. The Wholesale Grocers' Association was organized to obey the law, and to voluntarily enforce as far as possible the observance of just and honorable business methods. The members have never entered into a combination to restrain trade or raise prices. The association has always aimed to improve business facilities, and raise the standard of business morals.

We believe that by associated effort we can achieve the practice of higher ideals in business and elevate the trade to a position where it would merit confidence and respect in the public mind, which its importance and value to the public warrants and demands.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

The Imperial Dairy, Reg'd, Montreal, has opened a branch business at St. Lambert, Quebec.

V. A. Jolicoeur, bookkeeper for D. Hatton Company, Limited, Montreal, is taking his vacation.

J. W. McConnell, St. Lawrence Sugar Refineries, Ltd., Montreal, has returned from a trip to Great Britain.

A. H. Brittain, president Canadian Fisheries Association, is at present making a tour of the Maritime Provinces.

S. W. Ewing, of S. H. Ewing and Sons, Ltd., Montreal, returned from a trip to the Maritime Provinces.

S. G. Bendon, of the S. G. Bendon Utilities Co., Montreal, is away to the Maritime Provinces and expects to cover all important centres.

E. J. Leveson visited Montreal during the week. Mr. Leveson is president of Leveson's, Limited, Vancouver, and has been making a business tour of Eastern Canada.

Agitation is manifest relative to the erection of a new market on the site of the St. Antoine fish and fruit market. It is claimed that repairs to these premises will not make them adequately satisfactory.

President D. Lorne McGibbon of the Atlantic Sugar Refineries, Ltd., Montreal, is recovering from a rather prolonged spell of eye trouble. Mr. McGibbon hopes to be at his desk again in the near future.

G. W. Stevenson, representing Dastous and Co., Reg'd, general brokerage and commission, Sherbrooke, Quebec, was a caller at the Montreal offices of CANADIAN GROCER on Saturday last.

Press reports seem to have conveyed the impression that a strike in Montreal was imminent among grocery employees. Aside from limited differences, it is evident that conditions are not nearly so serious as they have been pictured.

That their employees may have the advantages of outdoor sport and recreation afforded them, Almy's, Limited, Montreal, have opened a "breathing space" high up on their store at the corner of Bleury and St. Catherine streets, in the way of a roof garden. With a space of 12,000 feet afforded, and protected by a four and a half foot wire fence all around, the 600 employees of the firm have a most spacious playground. J. D. Chesney, general manager, and H. G. Munro, merchandise manager, attended the opening, and music, fortune-telling and tennis were leading features of the first program.

FLOUR COMPANY ASSESSED HEAVY DAMAGES

Montreal, July 7.—The Ogilvie Flour Mills Company, Montreal, was charged in the Supreme Court at Montreal to pay one Achille Leprohon, curator for Marius Leprohon, \$4,639.96, and this in addition to \$360.04 already paid, for damages arising from an accident to the last-named.

The unfortunate feature of the case arises from the fact that the victim, as a result of the accident, lost his reason—at least this was so ruled by the court, the man having first lost his memory and later his reason, now being confined to an asylum.

CHOCOLATE FIRM HOLDS PICNIC

Montreal, July 7.—The first annual picnic of the employees of the Walter M. Lowney Co. of Canada was held at King Edward Park. A programme of sport in which all participated was thoroughly enjoyed.

IS IT YOUR TAG?

A press dispatch emanating from Riviere Du Loup, Que., reports the catch of a 24-pound salmon taken in a fishery belonging to Z. Langlois, of St. Luce, Rimouski County. To one of the fins of this fish, it is stated, that a silver tag is attached bearing the number "A-982." It is assumed that the fish came from a Government hatchery, but there is still the possibility that the history of the tag would reveal a more interesting and far-reaching connection.

ONTARIO

A large warehouse belonging to the Bridgetown Fruit Co., and situated near the track of the Canadian Northern in the north end of Bridgetown was totally destroyed by fire, together with its contents, which consisted of barrel heads and staves, a portion of the latter being the property of the Banner Fruit Co., also of this town. The loss is estimated at \$8,000 with \$6,000 insurance.

The Hamilton grocers at their annual picnic on Wednesday next at Wabasso Park, will have Prince Nelson, the great hero of Niagara Falls season, 1896, the world's greatest sensational high-wire aerial gymnast, conqueror of both continents. Besides the men's baseball game a match for the championship of Hamilton between two lady baseball teams. The list of games this year is better than ever, over 30 events, with best prizes ever offered. For the baby show, besides the first, second and third prize, the best pair of twins and heaviest baby, there will be a consolation prize for every baby at the picnic. The

91st band will give a concert afternoon and evening.

REORGANIZATION OF S. F. BOWSER CO., LIMITED

S. F. Bowser Co., Ltd., Toronto, Ont., has just recently reorganized, to operate as a strictly Canadian organization, financed and managed under Canadian control.

S. F. Bowser Co., Ltd., has for a number of years been manufacturing and selling the famous Bowser gasoline and oil pumps, tanks and storage systems, under the control of the parent company at Fort Wayne, Ind., U.S.A. Their Canadian business has grown steadily from year to year, practically their entire Canadian trade being supplied from the Toronto factory.

H. C. Christie, who has been for a number of years connected with the Canadian factory of the Bowser Co., recently as sales manager, has been elected manager, with E. E. Cummings as factory manager. The other officers are: S. F. Bowser, president; S. B. Bechtel, vice-president; H. J. Grosvenor, secretary, and W. G. Zahrt, treasurer.

PROMINENT BISCUIT MANUFACTURER PASSES AWAY

After an illness of only a few days, John Woodhouse, 58 Duke Street, died on Monday of this week at the private patient's pavilion, General Hospital, Toronto, at the advanced age of 84 years.

The late Mr. Woodhouse was a well-known biscuit maker, and until recently was connected with the Christie Brown Co., with whom he had been associated for forty-one years.

He was born at Portadown, Ireland, and came to Toronto from that country in 1863.

Besides his widow he leaves two sons and two daughters.

COURT OF APPEAL AFFIRMS THE JUDGMENT

Dismisses With Costs Action Brought Against the Boeckh Company, Ltd.

It will be recalled that action was brought against the Boeckh Company, Ltd., Toronto, by the Rubber Set Company, to prevent their using the descriptive words "Rubber Set" in connection with their brushes. The Court of Appeal has given judgment in favor of the plaintiffs dismissing the action with costs. The word Rubberset, or the words "Rubber Set," are held to be the only words which accurately and absolutely describe how brushes which have a rubber setting are made, and no person has, nor can have, a monopoly in the use of such word or words.

NEWS FROM WESTERN CANADA

S. Marvin of the staff of the Prince Albert Trading Company has purchased a store at St. Louis.

R. H. Williams & Co., Regina, recently exhibited an attractive window display in the interests of the Canadian Thrift Campaign.

F. W. Smith, Dr. G. M. Bowman, and O. H. Peacock, of Weyburn, were in Regina recently interviewing officials of the Saskatchewan Co-operative Creamery Company relative to the building of a creamery and cold storage plant at Weyburn.

F. W. Smith Ltd. has secured the contract of supplying groceries to the Weyburn General Hospital for the next six months. His tender was market prices for butter, eggs, fruit, vegetables and sugar, and three per cent. above invoice price on other groceries. Although all of the Weyburn grocers tendered, Mr. Smith's figures were the lowest.

F. A. Raymond, provincial secretary of the Saskatchewan Retail Merchants' Association, when addressing a meeting of retail merchants at North Battleford, announced that the association intend to put on a course of lectures and studies on modern merchandising throughout Saskatchewan in November. Frank Stockdale, of Chicago, who visited the province recently and lectured before the annual convention of retail merchants at Regina, has been secured as lecturer in this course. Mr. Raymond, in his address, gave a resume of the work of the association and outlined the various methods undertaken by the association for the protection of the retailer.

Employees of Robinson-MacBean departmental store, Moose Jaw, have formed a Good Fellowship Club to control the social and athletic functions of the store. The organization will have in the neighborhood of 100 members. Following are the officers for the year: Hon. president, W. F. MacBean; hon. vice-president, W. J. Beaton; president, E. P. Fields; vice-president, C. B. Innes; secretary, Miss I. K. Martin; treasurer, H. E. Morphy; executive, Miss Margaret Law, Miss R.

Brady, Miss Rhea Baker, Mrs. A. Hamilton, Miss Dorothy Clegg, Miss Ethel Bain, Howard Large, R. A. MacDonald, Geo. Cummings, A. MacCammon, Harry Warner and George Vaniderstein. The new organization lost no time in getting to work, and arranged for a baseball game on the day of organization between two ladies' teams from the employees of the store.



Tresham Andrews, well known in Vancouver, has returned to Canada after three years overseas and will be again associated with Dodwell & Co., Vancouver. Mr. Andrews spent a couple of weeks with friends in Toronto on the way back.

tending that it afforded too much opportunity for the opposition to undersell him.

Curbing the Price-Cutter

"I remember two or three years ago an incident just of that kind," he said, with a merry twinkle, "and I'll tell you how I put one over on the other fellows, and stopped this throat-cutting business. It was in the fruit season, and we were in the habit at that time of offering basket grapes at three for one dollar. One day one of my competitors filled his window with grapes labelled 'four for one dollar.' It was not long after he had done this that I had a telephone call from another merchant up the street. 'Sandy, he said, do you see what Bill is offering grapes for?' Yes, I said, but why should you pay any attention to him you will have no difficulty in selling the little stock you have at the regular prices.' 'The devil you say, he comes right back, do you think I am going to let that fellow underbid me? Not on your life.'

And so within an hour word was brought to me that this foolish fellow was offering grapes at five baskets for one dollar. Then the original price-cutter raised the ante, and offered six baskets for a dollar. The other fellow did the same, and they let it go at that.

It was right there that I got busy, however. I rounded up several boys and some of my acquaintances and hurried them to both stores to buy up for me all the grapes in sight. They had just about cleaned out the other fellows and given me a corner on grapes when they discovered the game, and bang—the price of grapes rose like a shot to the old figure.

As I had the only stock of grapes for sale in town, and as the canning season was at its height, I had no difficulty in closing out my entire stock at the original figure of three baskets for a dollar, and the best of it all was the news of the coup got out and set the whole town laughing. That taught them both a lesson that they have never since forgotten. There was no more price cutting although it had been going on for years. Just the season before one of these competitors conceived the idea of winning the farmers' trade by paying them for eggs the same rate per dozen for which he sold them over the counter, which was 20 cents. I told him at the time that he would gain nothing as we would all have to do the same thing, but he would not listen to me, and instead made the same arrangement with regard to butter. All summer long we sold at a loss for this man's pig-headedness, one merchant figuring that he had

Keep Your Eyes on Your Own Business

Alexander Murdoch, Virden, Man., Points Out That One Man Cannot Take All the Trade of a Town, and That Therefore, It Behooves the Merchant to Go His Own Way.

THIS is a story of "sour grapes," or how price wars in the grocery trade were ended in Virden, Manitoba, a few years ago. They have not yet been revived. Alex. (better known to the people of the town as Sandy) Murdoch, a blue-eyed, bustling little

Scotsman of 60 years related the incident to a representative of CANADIAN GROCER the other day. He was reminded of it as a result of a discussion over the advisability of price-marking goods placed on display in the window. Sandy did not favor this idea, strongly con-

lost \$800 from this source alone. Needless to say the man that inaugurated this policy failed after a year or two.

"The moral of all this is never mind the other fellow. Go ahead with your own business taking a fair profit, and offering an occasional special. You will out. One man cannot take all the trade in town."

NO FEAR IN USING

RED RUBBER RINGS

REGINA, Sask., July 7—Regina wholesalers are telling local housewives that they may have no fear in using red rubber rings for preserving jars this season. The canning season has now arrived and many enquiries have been received as to the use of these rings. All of last year's stock of rings which caused considerable trouble owing to their acid odor have been discarded, and the new rings, whether they are of red color or any other, are in perfectly good shape and entirely safe for use. Considerable

quantities of fruit had to be destroyed in this district last year owing to acid odor which attached itself to the fruit. Dealers state that there is no chance of a recurrence of this in future.

A GREAT ABUNDANCE OF SASKATOON BERRIES

REGINA, July 7—There is a great abundance of Saskatoons throughout the prairie districts according to reports received from the rural parts. Saskatoon berries grow on tall bushes, and in flavor and appearance greatly resemble the blueberry. The Saskatoon bushes abound in most lake districts, and the present season has been particularly favorable to their growth, and they are most plentiful. This choice prairie berry is being preserved in great quantities both by the city people and those residing in rural districts. The berry is now ripe and every advantage is being taken by campers and others of the big crop while the season lasts.

expenses, hence the situation called for a competitive grocery store in which overhead expenses were limited to a last degree.

The cash and carry store offered the best solution for the Hudson's Bay Co. and Manager M. H. Louth began to make his plans.

The company's store is located on the main corner of the town, and is handsomely finished in cream terra cotta. At its rear, with a door opening onto a side street, is located a room 25x15 feet in size, which was formerly used for the reception and unpacking of incoming goods. It was this room that Mr. Louth decided to convert into the new grocery. In co-operation with V. H. Cutting, three months out from New Hampshire, and manager of the grocery department, he proceeded to work out a basis upon which goods could be sold at an attractive price, taking into consideration the low cost of handling them, and then immediately began to stock his shelves in systematic order, placing price cards with each line.

Finding the Fixtures

Some old stands resurrected from the basement were pressed into use for the display of fresh fruits and sacks of flour at the left of the entrance. Canned goods and package goods of every description were especially featured.

A detailed inventory of the new stock was made in order to check up results, and Mr. Louth announced that there would be a friendly if keen competition between this and the main grocery department of the store. It was decided that because of the compact space of the cash and carry store it would not be necessary to have customers carry a basket and make their own selections. Instead the goods will be sold off the counter with one clerk in charge at the start.

The store opened on June 2, after the papers had contained an announcement of the values to be offered, and business began with a rush. The result of this experiment in a country town is being closely watched by merchants in other communities.

Hudson's Bay Co. Opens Cash and Carry Department at Yorkton

Saskatchewan Store Gets Into Competition With Certain Co-operative Activities—How the Plan Was Put Into Operation

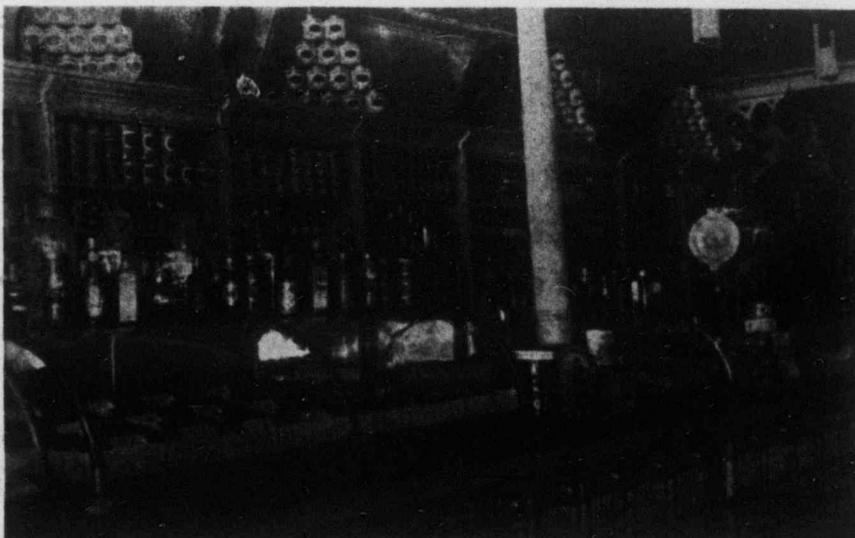
WATCH this space. An announcement of interest to the whole community of Yorkton and district will shortly appear in this space.

This announcement occupying a quarter-page space in the issue of the Yorkton Enterprise for May 22, caused considerable speculation and interest in this Central Saskatchewan city. It was calculated to do that very thing. It was the forerunner of an announcement appearing in the next issue of this newspaper, advertising the opening by the ancient and honorable Hudson's Bay Company of a modern "cash and carry" grocery department. Thereby hangs a story.

The company at the present time has a very excellent grocery department, in fact it has maintained one at this point since the early days when Yorkton was a fur trading post, but events have occurred in recent months to warrant the new development.

Meeting Co-operative Store Competition

In a word the company is offered competition in the grocery line by a large co-operative store which has been opened by the local branch of the Grain Growers' Association. The co-operative store is not so much interested in showing a fair return for the year's efforts as in selling to its members and to the public at large at prices that will meet



HEAVY SHIPMENT OF BUTTER TO VANCOUVER

Regina, July 7.—Estevan Creamery shipped 22,000 pounds of butter to Vancouver in one shipment recently, valued at more than \$11,000. Several carloads have gone forward within the past few months, and the demand for Saskatchewan butter at the coast is increasing. So rapid has been the increase of business at the Souris Valley Creamery at Estevan that although the capacity has been doubled since it was established Mr. Greudeen, the manager, states that he contemplates making another addition to the building this fall, which will double its present size. The turnover of the creamery is very large in the busy season, payments to farmers amounting to from \$1,000 to \$1,500.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

CONTINUED strength marks the grocery markets throughout the Dominion, and while price changes are few during the past week, the tendency is generally upward. Sugar supplies are being heavily drawn upon, but a shortage during the busy season is not likely. Prices for the most part are firm, with advances prevailing where changes are noted.

TORONTO—Trade in general grocery lines is very active on the Toronto market, prices holding at very strong levels, and in many cases the tendency is upward rather than downward. Wholesalers, however, state that they never saw business so good as it is just now. The movement in all staple goods is very heavy. There does not promise to be any shortage of sugar this summer, although heavy demands are being made on supplies. Some of the refineries are behind in deliveries, but there is no shortage of raws. Prices are very firm, but dealers do not look for any advance. Teas and coffees continue to show firmness. Coffees on spot are a cent per pound higher this week. Record figures have been reached in future trading, and the likelihood is that the market will get stronger instead of weaker. The possibility of new markets from Germany and Austria is having a stimulating influence. Teas are very high at primary points, and new buying is at figures as high as quotations on spot. The market in rices is as strong as ever, although no changes are shown in prices this week. Supplies are very light among the dealers, and stocks are of rather poor quality. There is little hope of an early improvement.

All canned goods are selling well, salmon being in particularly heavy demand. Prices are firm. Canned vegetables and fruits are pretty well cleaned up. The new pack of peas should be available shortly, but prices have not as yet been named on them. Dried fruits are light in supply, and the demand is not quite so heavy as a few weeks ago. New fruits and vegetables are selling briskly, and are arriving in plentiful quantities. Strawberries are almost through

and raspberries are coming forward in fairly heavy shipments.

In produce and provision lines, prices rule firm to stronger. Hams and bacon are steady, while fresh meats are holding at firm figures. Cooked meats again show advances of from two to three cents per pound. There continues a very heavy demand for the same. Butter is firm, and eggs are slightly higher.

WINNIPEG—The culmination of the strike has not brought the expected downward tendency in prices into line with Eastern and United States markets. Instead, the tendency seems to be ever upward. Fruit jars and lantern globes have advanced this week. Hot weather has resulted in a sharp advance in lemons. Crisco is up \$1.50 per case. Canned goods are almost impossible to obtain at first hand and dried fruits are being rapidly cleaned up. Coffee has reached the highest level and the tea market has a strong upward tendency. Cereals have advanced, though flour and feeds are steady.

MONTREAL—Prices steadily show a decided tendency to increase and this week is no exception in its quota of revised, higher quotations. Cotton rope, bed cord and twines are advanced 3c per pound. More varieties of soaps are changed, and this means increases. Carnation milk has been advanced in price. Hops, rosin, raw crystal sugars are all up in price. In the grain market there has been a manifest increase and the undertone at this writing is particularly strong. Among the items that show a great deal of firmness rice is prominent and there are likely to be increases still in this market. Nuts are firm and such dried fruits as are available. Canned goods are steadily held. Maple sugar and syrup are firming in price. Cream of tartar is very scarce and high. The flour market is dull and millers are reporting little business. New honey has arrived on the market.

Declines are made for extracts, vegetables and fruits are ruling with an easier tone, but are still high.

QUEBEC MARKETS

MONTREAL, July 8—There is a considerable movement of supplies to the trade these days and while mid-summer conditions are always quieter there has been little complaint as to lack of orders. A number of advances and one or two declines have been made.

Cords and Twines Are Marked Up

Montreal.
CORDS, TWINES.—Advances are made for bed cord. The 30 foot size cotton are up to \$2.40 from \$2.35; 40 ft., \$2.75 to \$2.90; 50 ft., \$4 to \$4.20; and 60 ft., \$4.80 to \$5. Cotton twine is advanced 3c per lb. Two ply is priced at 65c, and 4 ply at 68c. Cotton rope also is marked up 3c per lb. to 66c for 3-16 and to 65c for other sizes.

Extracts Are Less; More Soap Advances

Montreal.
EXTRACTS, SOAPS.—Decreases are in effect for many of the flavoring extracts. The 16 oz. sizes are reduced from \$12 to \$11.25 per doz.; 8 oz., \$7 to \$6, and 2½ oz., \$2.40 to \$2.25.

Pearline prices are advanced as follows: 12 oz., \$5 to \$5.75; 24 oz. \$5 to \$5.65; 60 oz., \$6 to \$6.85. Lever castile soap is up to \$6.15 per case, an advance of 20c.

Milk Makes Advance; Hops Are Higher

Montreal.
MILK, HOPS.—Owing to the price of containers, it is stated, the quotations on Carnation evaporated milk have been revised. This provides for an increase to \$7 of the "tall" size—a 25c increase, and a 60c advance for the "baby" size to \$6.35.

Pressed hops advanced in one quarter ten cents per lb. to 42c.

Rosin is Higher; Raw Crystal Sugar

Montreal.
ROSIN, CRYSTAL SUGAR.—An advance is made in the price of "G" rosin. This is 2c per lb. and the new price 8c. White has also advanced from 8c to 10c. Raw Demarara crystals are up half a cent per lb. to 9c.

Wide Distribution of Refined Sugar

Montreal.
SUGAR.—In spite of the rumors that have been circulated that there is a shortage of sugar, the refiners are making a wide distribution of supplies and all are getting what they require, seemingly. It does happen that orders filled have, in some cases, been cut down by the jobbers. The season is a very active one and an immense tonnage is put out every week. The basis is steadily firm.

Atlantic Sugar Company, extra granulated sugars, 100 lbs. 9 95
Acadia Sugar Refinery, extra granulated 9 95
St. Lawrence Sugar Refinery 9 95

Canada Sugar Refinery	9 95
Common Sugar Co., Ltd., crystal granulated	9 95
16ing, barrels	10 15-10 40
16ing (25-lb. boxes)	10 55-10 70
16ing (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 95
Yellow, No. 1	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 55
Yellow, No. 3	9 35-9 45
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes and Dice (ass't tea), 100-lb. bxs	10 55-10 65
Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	18 85-10 95
Do., 2-lb. pack	11 95-12 05
Paris lumps, barrels	10 65
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	10 55
Crystal diamonds (boxes 100 lbs.)	10 65
Crystal diamonds (50-lb. boxes)	10 75
Crystal diamonds (25-lb. boxes)	10 95

Orders Are Filled For Canned Goods

Montreal.
CANNED GOODS.—There is still a certain amount of export demand for canned vegetables and fruits, it is said, and yet the somewhat smaller offerings all around have made it more difficult to take on business. The domestic demand is small, but seasonable, and stocks are considered light, excepting, perhaps, one or two sizes of tomatoes.

Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	5 25	
Blueberries, 2s	2 40	
Currants, black, 2s, doz.	4 00	
Do., gallons, doz.	13 00	
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.	3 00	
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	2 80	3 00
Do., No. 2	3 75	4 00
Do., 2½ (best)	2 50	2 90
Pears, 2s	3 25	
Do., 2½s	1 90	
Do., 2s (light syrup)		
Pineapples (grated and sliced), 2s	3 60	
Do., 2½s	4 50	
Plums—Lombard	2 00	2 20
Gages, Green, 2s	2 45	
Do. (light syrup, 2s)	2 00	
Raspberries, 2s	4 00	4 25
Do., 2½s	2 60	
Strawberry, 2s	4 50	

Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	5 75	
Asparagus, imported (2½s)	4 85	5 25
Beans, Golden Wax	1 95	2 00
Beans, Refugee	1 75	
Beets, new sliced, 2-lb.	0 95	
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	2 85	
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	1 50	
Tomatoes, 2½s	2 10	
Tomatoes, 3s	1 95	2 10
Tomatoes, gallons	6 00	7 02½
Pumpkin, 2½s (doz.)	1 10	
Pumpkins, gallons (doz.)	3 25	
Peas, standards	1 45	1 50
Peas, early June	1 60	1 62½
Peas, extra fine, 2s	2 30	2 35
Do., fancy, 20 oz.	1 57½	
Potatoes—Can. sweet, 2½-lb tins	2 75	
Do., 2-lb. tins	1 35	
Olives (in bls, 49 wine gals.), gal.	1 35	

Salmon—		
Chums, 1-lb. talls	1 90	
Do., ½s, flat	1 00	
1-lb. talls, cases 4 doz., per doz.	4 50	4 80
Pinks, 1-lb. flat	2 25	
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.	1 37½	
Pale, 1 lb., doz.	2 37½	
Pinks, ½-lb., doz.	1 62½	
Cohoos, 1-lb. talls	3 75	
Cohoos, 1-lb. flats	2 25	
Cohoos, ½ lbs., flat	1 75	
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	2 45	
White Springs (1s)	2 30	
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
Labrador salmon, 1-lb. flat	3 60	
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	1 90	
Herrings, kippers, dz. (4 dz. case)	2 25	
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)	1 00	
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (½s)	25 00	
Oysters (Canned)—		
5 oz., doz.	2 60	
10 oz., doz.	4 20	
Lobsters, ¼-lb. doz.	3 25	
Do., ½-lb. tins, doz.	5 10	
Do., 1-lb. talls	3 25	
Do., ¾-lb. doz.	6 00	
Do., 1-lb. flats	3 25	
Lobster paste, ½-lb. tins	3 50	
Sardines (Amer. Norweg'n style)	14 50	
Sardines (gen. Norwegian)	25 00	
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	32 00	
Scallops, 1-lb., doz.	3 25	
Do., Eastern trade	2 65	
Do., Winnipeg and Western	2 85	
Scotch Snack, No. 2, doz.	4 50	
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (es 4 doz.)	6 75	
Crab meat (Japanese), doz.	6 50	
Clams (river) (1 lb.), doz.	1 90	
Scotch Snack, No. 1, dz., Montreal	2 50	

Best Grade Beans The Big Sellers

Montreal.
BEANS, PEAS.—It is worthy of note that the better grades of hand-picked beans are the biggest sellers. The market is decidedly firm for these and it is very remarkable that such a changed condition could have come about in the way of reduction of supplies. For, as was pointed out some months ago, the surplus was a very large one. Export and domestic sales have taken immense quantities into actual use.

Canadian, hand-picked, bush.	5 00	5 60
British Columbia	5 00	
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes	5 50	
Lima, per lb. (as to quality)	0 10	0 12
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 25	3 50
Peas, split, new crop (98 lbs.)	6 50	
Peas (blue)	0 08	0 09

Some Foreign Nuts Soon Expected

Montreal.
NUTS.—Peanuts are big sellers. A supply of Japanese variety is looked for in the near future and nuts from here are reported to be of good grade. General strength of undertone is manifest on the different varieties and with a good selling market in the States, supplies have not been long held without good offers being made.

Almonds, per lb.	0 23
Almonds (shelled)	0 55
Almonds (Jordan)	0 70
Brazil nuts (new)	0 20
Brazil nuts (med.)	0 15
Filberts (Sicily), per lb.	0 27
Filberts, Barcelona	0 31
Hickory nuts (large and small), lb.	0 10
Pecans (new Jumbo), per lb.	0 32

Jumbo	0 19	0 20
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 19	0 20
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 15	0 15 1/2
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.	0 33	0 33
Fancy splits, per lb.	0 33	0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		
Jumbo	0 60	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	0 78	0 80
Walnuts (Spanish)	0 30	0 33

**New Prices Higher
On Dried Fruits**

Montreal.
DRIED FRUITS. — Importers still await various prices for the present season's dried fruit crops. It is apparent that there will be still higher quotations on the various lines, prunes, apricots, peaches and raisins, all tending to advance. The local stocks are becoming quite exhausted on many lines.

Apricots		
Slabs	0 25	
Apples (evaporated)	0 22	
Peaches (fancy)	0 27	
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkg.	0 16	0 18
Pears		0 25
Drained Peels (old)—		
Citron	0 45	
Lemon	0 36	
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 20
Cal. seedless, cartons, 16 oz.	0 17	0 19
Choice seeded, 12 oz.	0 12	
Fancy seeded, 16 oz. pkg.	0 14	
15 oz.	0 17	
11 oz.	0 13	
Choice seeded, 15 oz.	0 16	
Seedless, 11 oz. pkg.	0 14	
Currents, old pack., 15 oz.	0 27 1/2	0 28
Dates, Excelsior, per case (36-10s)	6 50	
Do., Dromedary (36-10 oz.)	7 75	
Packages only, Excelsior	0 20	0 20
Packages only	0 19	0 20
Do., Dromedary	0 22	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. bxs)	5 40	
Do., (28 8-oz. bxs)	3 50	
Do., (12 10-oz. bxs)	2 20	
Figs (cooking), 50-lb. boxes, lb.	0 16	
Prunes—		
(25-lb. boxes)—		
30-40s	0 32	
60-70s	0 25	
70-80s (25-lb. box)	0 22	
80-90s	0 19	
90-100s	0 15	0 17
100-120s	0 14	

**A Soaring Market
Obtains For Rice**

Montreal.
RICE, TAPIOCA.—An ever rising rice market is probable, with present conditions prevailing. It is stated that from 13c to 14c per lb. has been paid in the City of New York for Siam grades and there is an apparent demand there for good rice in large quantities. Local markets are very firm indeed and there has been quite a seasonable distribution.

Ice Drips—Japan (per 100 lbs.)	13 60
Carolina	15 00
Honduras	15 00
Siam, No. 2	9 75
Siam (fancy)	11 00
Rangoon "B"	10 75
Rangoon CC	10 50
Mandarin	11 75
Pakling	11 00

Tapioca, per lb. (seed)	0 12
Tapioca, per lb. (seed)	0 12 0 12 1/2
Tapioca (pearl)	0 12 0 12 1/2

**Some New Honey;
Maple Syrup High**

Montreal.
MAPLE PRODUCTS, HONEY. — A steadily high price basis is obtaining in this market for maple products. Buyers seem willing to pay the price when supplies are wanted and some large orders have been filled for sugar. The probability is that there will be advances still. Honey of new production has already been offered in this market but in only limited quantities. Buckwheat grades in 6 lb. tins are offered at 19s. and 20c. per lb.

Maple Syrup—		
13 1/4-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case	20 15	
5-lb. cans, 12 in case, per case	21 05	
2 1/2-lb. cans, 24 in case, per case	21 30	
Maple Sugar (nominal), small lots	0 27	0 30
Cases, 48 blocks (case)	4 30	
Honey, Clover—		
Comb (fancy)	0 30	
Comb (No. 1)	0 25	
In tins, 60 lbs., per lb.	0 26	
50-lb. pails	0 27	
10-lb. pails	0 28	
5-lb. pails	0 25	
Buckwheat, 6-lb. tins, lb.	0 19	0 20

**High-priced Corn
Makes Syrup Firmer**

Montreal.
MOLASSES AND SYRUPS. — It is only the somewhat restricted demand that keeps actual advances off in corn syrups, for the price of corn has passed all bounds. There is fairly large sale, however, for white corn syrup. The basis on both lines is a strictly firm one. Molasses sales are not heavy now, but a rather scarce supply is said to be available here. The undertone is steady firm but unchanged.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	0 07 3/4	
Half bbls.	0 08	
Kegs	0 08 1/2	
2-lb. tins, 2 doz. in case, case	5 15	
5-lb. tins, 1 doz. in case, case	5 75	
Corn Syrup—		
10-lb. tins, 1/2 doz. in case, case	5 45	
20-lb. tins, 1/4 doz. in case, case	5 40	
2-gal. 25-lb. pails, each	2 45	
3-gal. 38 1/4-lb. pails, each	3 65	
5-gal. 65-lb. pails, each	5 90	
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	5 65	
5-lb. tins, 1 doz. in case, case	6 25	
10-lb. tins, 1/2 doz. in case, case	5 95	
20-lb. tins, 1/4 doz. in case, case	5 90	
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per case	7 00	
Barrels, per 100 lbs.	9 75	
Half barrels, per 100 lbs.	10 00	
Glucose, 5-lb. cans (case)	4 80	

Prices for	
Island of Montreal	
Barbadoes Molasses—	
Punchons	0 98 1 03
Barrels	1 01 1 06
Half barrels	1 08 1 08
Antigua Molasses—	
Punchons	0 95
Barrels	0 98

**Cream Tartar Scarce;
Active Spice Sales**

Montreal.
SPICES.—Much business is being done these days in spice and kindred lines. There is quite a steady condition and the one line showing great scarcity is that of cream of tartar. The basis of all lines is held without change.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	0 35	0 35
Pure ground	0 35	0 40
Cloves	0 45	0 55
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 28	0 33
Ginger (Cochin or Jamaica)	0 30	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 45	0 50
Pepper (Cayenne)	0 35	0 37
Peppering spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 25	0 30
Tartaric acid, per lb. (crystals or powdered)		1 30
Cardamom seed, per lb., bulk		2 00
Caraway (nominal)	0 75	0 80
Cinnamon, China, lb.		0 35
Cinnamon, per lb.		0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Sifted coconut, in pails	0 21	0 25
Pimento, whole	0 20	0 25

**No Tea Reduction;
Advances To Come**

Montreal.
TEA.—Advances will come, in all probability, for better grades of tea, as soon as the present stocks are more fully absorbed. That is to say, new importations of 1919 teas will have cost much more money when they arrive and the prices to the trade will necessarily be higher than at present. Black teas are particularly firm.

Pekoe, Souchong, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 50
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

**Coffee is a Seller;
Cocoa Holds Still**

Montreal.
COFFEE, COCOA. — Considerable business continues to be done in coffees and the better grades are large sellers. A strong local market obtains and there is no promise of reduction being made at this time. Some reports have indicated that Santos crops were likely to be short this year, although these have been quite widely discounted in trade circles. There is ample coffee in sight for the country's needs, it is stated.

Cocoa market is strong and quiet.

Cocoa—	
In 1-lb., per doz.	4 60
In 1/2-lb., per doz.	2 45
In 1/4-lb., per doz.	1 35
In 10s size, per dozen	0 95
Coffee—	
Bogotas, lb.	0 41 0 44
Jamaica, lb.	0 36 0 39
Maracaibo, lb.	0 38 0 40
Mocha (types)	0 40 0 43
Mexican, lb.	0 40 0 42
Rio, lb.	0 35 0 37
Santos, Bourbon, lb.	0 41 0 42
Santos, lb.	0 40 0 42

**Cereal List Holds;
Moderate Business**

Montreal.
CEREALS.—The amount of business in this market for standard cereals is not large at present and this condition

may continue for some little time. There is continued strength to the various lines and rolled oats and cornmeal are fully maintained.

Self-raising Flour—		
2-lb. pkgs., doz.	2 90	
4-lb. pkgs., doz.	5 70	
Cornmeal, Gold Dust	5 25	5 50
Barley, pearl	5 75	6 00
Barley, Pot, 98 lbs.	5 00	5 25
Barley (roasted)		7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Cornflour, white	5 00	5 25
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 00
Hominy, pearl, 98 lbs.		6 50
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	4 75	5 10
Oatmeal (packages) fine cut.		5 70
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Roller oats, 90-lb. bags	4 40	4 75
Roller oats (family pack), case		5 60
Roller oats (small size), case		2 00
Oat Flakes (case 20 pkgs.)		5 10
Roller wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 25 in case		6 00
Packages, 20 in case (family pack.)		5 80
Tapioca flour, lb.	0 15	0 18

Millers Not Sure of Required Wheat

Montreal.
FLOUR.—In view of the fact that there has been a commandeering of wheat in the country, in a modified way, millers are not sure of such supplies as they may, from time to time, require. The necessary supplies for Government export account to Greece are apparently secured under the recent Government move. In the meantime the milling interests have but a restricted supply of wheat and operations are slow. The export orders are practically completed now. Winter wheat flours are particularly strong and firm.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.		11 00
Per bl., in (2 cotton bags, 98 lbs. small lots, per bbl. (2) jute bags, 98 lbs.		11 30
Winter wheat flour (bbl.)	11 00	11 50

Feed Buyers Few; Prices Not Changed

Montreal.
FEEDS.—Changes have been entirely absent in the situation this week. There has been some sale for shorts, but even this line is quieter. Bran and special feeds, as well as shorts, are not revised in any way.

Feeds—		
Shorts—		
Mixed cars		44 25
Bran—		
Mixed cars	42 00	42 25
Crushed oats	56 00	64 00
Barley chop	56 00	65 00
Special, middlings		56 00
Feed flour (98 lbs. sack)	3 50	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal		54 00
F.O.B. Fort William		50 00

Grains Stronger; But Hay Quieter

Montreal.
GRAINS AND HAY.—Revisions have been made this week in grain prices, prices advancing one and a half to three cents on oats, and 2½c to 7c per bushel on barley. The undertone is strong, and there is considerable movement.

Hay markets are very quiet and sales few. The new crop is a heavy one and

of excellent quality. Prices ought to be lower, but much will depend upon the demand from outside. If this is heavy prices may remain high.

Good, No. 1, per 2,000-lb. ton.	30 00
Do., No. 2	27 00
Do., No. 3	25 00
Straw	11 00
Oats—	
No. 2 C.W. (34 lbs.)	0 91
No. 3 C.W.	0 88½
Extra feed	0 88½
No. 1 feed	0 87½
No. 2 feed	0 81½
Barley—	
No. 3 extra	1 42½
No. 3	1 43
No. 2	1 44

Note—These prices are at elevator and bags and bagging are not included.

Fruits Plentiful And Better Basis

Montreal.
FRUITS.—Prices on new fruits are somewhat easier as the supply improves. There is still a high price schedule on berries, new crop raspberries bringing around 30-35c per box. These ought to be much lower within the next couple of weeks. New peaches, apricots and plums are arriving in larger supply.

Apples—	
In boxes, per box	5 50
Apricots, box	3 25
Bananas (as to grade), bunch	5 00
Cherries (California), box	4 50
Cocconuts, bag	9 00
Cantaloupes (size 35-45)	5 50
Grapefruit (fancy Porto Rico)	4 50
Lemons, Messina	7 00
Watermelons, each	0 50
Pears, Cal., eating, small box	4 00
Pears, California (110 lbs)	5 50
Peaches, Cal. (box)	2 75
Plums, box	4 00
Oranges, Porto Rico	4 50
Oranges, Cal., Valencia	4 25
Do., 150	4 50
Do., 176	5 00

Do., 200-216	5 00
Blood oranges	4 50
Pineapples (24 to 26s)	7 00
Raspberries (per basket)	0 30
Strawberries, large	0 20
Do. (Montreal)	0 15

Peas and Beans On Lower Basis

Montreal.
VEGETABLES.—New green peas and beans of green and butter varieties are coming to hand freely and the price basis is lower. New beets, turnips and carrots are more plentiful, but still very high in price. These should be much less within a week. There has been an active demand and wide distribution.

Beans, new string, Montreal, 20-lb. bag	2 80
Beets, new, doz. (Montreal)	1 00
Cucumbers, Florida (basket)	5 00
Do., Montreal, doz.	1 25
Chickory, doz.	3 00
Cauliflower (Montreal), doz.	2 50
Cabbage, new, crate	4 50
Cabbage (Montreal), doz.	1 50
Carrots (new), doz.	1 00
Celery, doz.	1 50
Horseradish, lb.	0 20
Lettuce (curly), box	0 15
Lettuce (Montreal), head	0 50
Leeks	2 00
Mint	0 15
Mushrooms, lb.	1 75
Basket (about 3 lbs.)	4 00
Onions, Texas, crate	5 00
Do., Red (bunches), doz.	1 50
Parsnips, bag	2 50
Parsley (Canadian)	0 50
Peas (Montreal), bag	1 75
Potatoes, Montreal (90-lb. bag)	1 25
Potatoes (New Brunswick), bag	1 40
Potatoes (new), Florida (per bbl.)	4 00
Radishes, doz.	0 20
Rhubarb, doz.	0 25
Spinach, box	0 75
Turnips, Quebec	3 00
Do., new, doz.	1 00
Tomatoes, Mississippi flats (4 bas.)	2 25
Do., hothouse, lb.	0 35

ONTARIO MARKETS

TORONTO, July 11—There is a very heavy demand for practically all classes of groceries. The movement is the most active just now for some time past. Price changes in general commodities are not numerous this week. Sugar is in big demand, but prices are unchanged. Coffees have advanced a cent per pound. Canned goods are active, but dried fruits have been pretty well cleaned up.

Sugar Inquiry is Very Heavy

Toronto.
SUGAR.—There is a very heavy demand for sugar just now, which is likely to continue throughout the Summer months. Supplies are fairly ample, and sufficient for all requirements. There is not likely to be any shortage, although some refineries are behind in their deliveries. Prices are firm at unchanged figures.

St. Lawrence, extra granulated	10 16
Atlantic, extra granulated	10 16
Acadia Sugar Refinery, extra granulated	10 16
Can. Sugar Refinery, extra granulated	10 16
Dom. Sugar Refinery, extra granulated	10 16
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.	
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.	

Molasses and Syrups Steady

Toronto.
MOLASSES, SYRUPS.—There is the usual summer dullness in molasses and syrups, the movement in the same being a bit slow. Prices are steady, showing no changes as compared with a week ago.

Corn Syrups—	
Barrels, about 700 lbs., yellow, per lb.	80 07½
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 65
Cases, 5-lb. tins, white, 1 doz. in case	6 25
Cases, 10-lb. tins, white, ½ doz. in case	5 95
Cases, 2-lb. tins, yellow, 2 doz. in case	5 15
Cases, 5-lb. tins, yellow, 1 doz. in case	5 55
Cases, 10-lb. tins, yellow, ½ ds. in case	5 45
Cane Syrups—	
Barrels and half barrels, lb.	6 08
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over	
Cases, 2-lb. tins, 2 doz. in case	7 00

Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels		1 00
West India, bbls., gal.		0 44
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., ½ doz. to case, Barbadoes		5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case or 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s	4 60	6 95

Package Goods Firm; Demand is Fair

Toronto. **PACKAGE GOODS.**—Prices on all package goods are very firm at the present time. There is not as heavy demand for these goods during the Summer months as at other times of the year, but the movement just now is moderately active. No changes are reported in quotations but the market is strong at present levels.

PACKAGE GOODS		
Rollled Oats, 20s round, case	\$5 60	
Do., Do., 20s square, case	5 10	5 60
Do., Do., 36s, case		4 00
Do., Do., 18s, case		2 00
Corn Flakes, 36s case	3 60	4 25
Shredded Wheat, 36s, regular, case		4 50
Porridge Wheat, 36s, regular, case		6 00
Do., Do., 20s, family, case		5 80
Cooker Package Peas, 36s, case		3 60
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb. cartons	0 11	0 11½
Do., No. 2, lb. cartons		0 09½
Laundry starch		0 09½
Laundry Starch, in 1-lb. cartons		0 11½
Do., Do., in 6-lb. tin canisters		0 12½
Do., Do., in 6-lb. wood boxes		0 12½
Potato Flour, in 1-lb. pkgs.		0 16
Fine oatmeal, 20s		5 60
Cornmeal, 24s		3 65
Farina, 24s		2 35
Barley, 24s		2 35

Rices Continue Very Strong

Toronto. **RICES.**—The market for rices continues at strong figures, and the situation shows no improvement as regards supplies. The market is almost bare of rices, and the stocks in the hands of the dealers here are at a very low ebb. Any rice now available is of very poor quality. There is no hope for an early improvement of the situation, as there are no Japanese rices coming on the market, and the American rices too are not being offered.

Texas, fancy, per 100 lbs.	15 50	16 50
Blue Rose, Texas, per 100 lbs.	15 00	16 00
Honduras, fancy, per 100 lbs.	15 00	15 50
Siam, fancy, per 100 lbs.	11 50	12 00
Siam, second, per 100 lbs.	12 00	12 50
Japans, fancy, per 100 lbs.	14 00	15 50
Do., seconds, per 100 lbs.	13 00	14 00
Chinese XX, per 100 lbs.		14 00
Do., Simiu	15 00	16 00
Do., Mujin, No. 1		13 50
Do., Pakling		12 00
White Sago	0 13	0 13½
Tapioca, per lb.	0 13	0 13½

Market is Strong in All Teas

Toronto. **TEAS.**—The market continues strong in all teas, but quotations to the trade are unchanged. It is the position of the primary markets that is strong, and new

quotations on Ceylon teas are inclined to be high, advancing from week to week. Prices to the trade on tea now being purchased will be higher than values now ruling.

Pekoe Souchongs	0 46	0 48
Pekoes	0 45	0 46
Broken Pekoes	0 56	0 58
Orange Pekoes	0 55	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Second pickings	0 48	0 50
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Hyson Thirds, lb.		0 45
Early pickings, Japans	0 53	0 55
Do., Seconds	0 50	0 55
Do., sifted	0 60	0 65

Coffees Are Up a Cent Per Pound

Toronto. **COFFEES.**—All coffees have advanced 1c per lb. on this market this week. The strong position of the market at primary points is the cause of the advance, although dealers state that the advances have been so marked and so rapid of late, that the peak has almost been reached. The signing of peace is also said to have had a stimulating effect on the coffee situation.

Java, Private Estate	\$0 50	
Java, old Government, lb.	0 48	0 50
Bogotas, lb.		0 47
Guatemala, lb.	0 46	0 48
Mexican	0 46	0 47
Maraicao, lb.	0 45	0 46
Jamaica, lb.	0 43	0 45
Blue Mountain Jamaica	0 48	0 49
Mocha, Arabian, lb.		0 48
Rio, lb.	0 33	0 37
Santos, Bourbon, lb.	0 45	0 46
Ceylon, Plantation, lb.		0 48
Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	0 26	0 28
Sweet, lb.		0 26

Shelled Nuts Are in Brisk Demand

Toronto. **NUTS.**—There is a brisk demand for shelled nuts of all kinds. Advances are noted this week on peanuts. Chinese peanuts are quoted at from 16c to 18c, an advance of 2c on last week's quotations. Spanish peanuts are selling at 19c, but dealers state that there is almost sure to be an advance in them at an early date, as it will cost to import them 18½c laid down in Toronto. Manchurian walnuts are selling at from 72c to 75c, while grenobles shelled are bringing from 80c to 85c.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.		0 30
Cocconuts, Jamaica, sack		10 00
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 55	0 58
Filberts, lb.	0 48	0 50
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.		0 19
Do., Chinese, 30-32 to oz.	0 16	0 18
Brazil nuts, lb.	0 78	0 80

Canned Goods Are in Active Demand

Toronto. **CANNED GOODS.**—There is a very active demand for practically all canned goods, but of course many fruits are not now available. Canned salmon is selling very freely, but good salmon is fast disappearing from the market. There is

now coming on the market carloads of Alaska reds, released from the American army. Some of this is not of very good quality while some samples have shown up very well. Canned lobster in half pound tins is again a little higher, being quoted at \$4.90, and in quarter pound tins at \$2.75. Canned tomatoes are in very active inquiry, selling as high as \$2.25. Canned corn has been pretty well cleaned up. The new pack peas will shortly be on the market, but prices on the same have not yet been named. Early June peas are quoted at from \$1.67½ to \$1.75.

Salmon—		
Sockeye, 1s, doz.	4 50	4 75
Sockeye, ½s, doz.		2 95
Alaska reds, 1s, doz.	4 25	4 50
Chums, 1-lb. tails	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. tails	2 35	2 60
Do., ½s, doz.	1 35	1 50
Cohoos, ½-lb. tins	2 00	2 10
Cohoos, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. tails	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	4 50	4 90
Do., ¼-lb. tins		2 75
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. tails, doz.	2 15	2 25
Canned Vegetables—		
Beets, 2s.	1 90	2 30
Tomatoes, 2½s		2 25
Peas, standard		1 60
Peas, early June	1 67½	1 75
Sweet Wrinkle		1 97½
Beans, golden wax, doz.	2 00	2 10
Asparagus, tins, doz.	3 75	4 00
Asparagus butts	2 00	2 02½
Canadian corn	2 25	2 45
Corn, American, 2s, doz.	2 10	2 25
Pumpkins, 2½s	0 95	1 15
Spinach, 2s, doz.		1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.		10 00
Pineapples, sliced, 2s, doz.		4 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Apples, gals., dozen		7 00
Peaches, 2s		2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s		1 90
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		5 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.		4 00
Do., 4s, each	0 98	1 10
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 90	4 35
Do., 4s, each	1 02	1 05
Strawberries, 16 oz., doz.	3 90	4 35
Do., 4s, each	1 08	1 15

Dried Fruits Are Pretty Well Cleaned Up

Toronto. **DRIED FRUITS.**—Dried apples have been pretty well cleaned up, as well as prunes and apricots. It will be October before there is anything in the way of fresh supplies in these fruits. The demand for them is not keen, as awhile back, because of the freer supplies of fresh fruits. The likelihood is that currants will be at very firm figures this Fall. Grecian currants will be available and the same are being quoted at high levels. An importer of Grecian currants told CANADIAN GROCER this week that advances had been very rapid. One cable announced the price at from 77c to 85c, and one soon followed advancing the quotation to 93c, that is for 112 lbs. These currants will cost 21½c laid down in Toronto. Supplies of Australian cur-

rants will be light, according to information received recently from shippers.

Apples, evaporated, Ontario.....	0 22	0 23
Apricots, unpitted.....	0 16 1/2	0 16 1/2
Do., fancy, 25s.....	0 30	0 30
Do., choice, 25s.....	0 23	0 30
Do., standard, 25s.....	0 22 1/2	0 26
Candied Peels, American—		
Lemon.....	0 38	0 43 1/2
Orange.....	0 46 1/2	0 46 1/2
Citron.....	0 47	0 47
Currants—		
Grecian, per lb.....	0 25	0 26
Australians, 3 Crown, lb.....	0 20	0 21
Cherries, 2s.....	2 75	2 90
Dates—		
Excelsior, pkgs., 3 doz. in case.....	7 00	7 00
Dromendary, 3 doz. in case.....	8 00	8 00
Figs—		
Taps, lb.....	0 14	0 15
Malagas, lb.....	0 14	0 15
Comadre figs, mats, lb.....	0 14	0 15
Cal., 4 oz. pkgs., 70s, case.....	5 00	5 00
Cal., 8 oz., 20s, case.....	3 25	3 25
Cal., 10 oz., 12s, case.....	2 25	2 25
Prunes—		
30-40s, pe rib.....	0 25	0 35
40-50s, per lb.....	0 30	0 30
50-60s, per lb.....	0 22	0 24
60-70s, per lb.....	0 22	0 22
70-80s, per lb.....	0 19	0 20
80-90s, per lb.....	0 16 1/2	0 17
90-100s, per lb.....	0 14 1/2	0 14 1/2
100-120s, per lb.....	0 11	0 11 1/2
Peaches—		
Standard, 25-lb. box, peeled.....	0 20	0 20
Choice, 25-lb. box, peeled.....	0 23	0 23
Fancy, 25-lb. boxes.....	0 24	0 24
Practically peeled, 25-lb. boxes.....	0 22 1/2	0 22 1/2
Extra choice, 25-lb. box, peeled.....	0 26	0 26
Raisins—		
California bleached, lb.....	0 17	0 18
Extra Fancy sulphur bleached, 25s.....	0 17	0 17
Seedless, 15-oz. packets.....	0 19	0 19
Seeded, fancy, 1-lb. packets.....	0 14 1/2	0 15
Seeded, 15 oz. packets.....	0 15	0 16
Seedless, Thompson's, bulk.....	0 20	0 20
Seedless, 16-oz. packets.....	0 19 1/2	0 19 1/2
Do., Bakers, Thompson's, 50s.....	0 18	0 18
Crown Muscatels, 25s.....	0 17	0 17

French Pure Cream of Tartar is Lower

Toronto.

SPICES.—French pure cream of tartar shows a marked decline this week, being quoted from 15c to 20c per lb. lower, at from 55c to 60c. The prices are on shipments bought about two months ago, but present buying is at much higher figures, and there is likely to be an advance again when goods now being bought come on the market. All prices remain unchanged, being steady at last week's prices.

Allspice.....	0 19	0 21
Cassia.....	0 30	0 40
Cinnamon.....	0 35	0 50
Cayenne.....	0 26	0 35
Ginger.....	0 28	0 35
Ginger.....	0 30	0 35
Herbs — sage, thyme, parsley, mint, savory, Marjoram.....	0 40	0 70
Pastry.....	0 32	0 38
Pickling spices.....	0 22	0 26
Mace.....	0 90	1 10
Peppers, black.....	0 38	0 43
Peppers, white.....	0 45	0 53
Paprika, lb.....	0 60	0 70
Nutmegs, selects, whole, 100s.....	0 45	0 50
Do., 80s.....	0 55	0 55
Do., 64s.....	0 60	0 65
Mustard seed, whole.....	0 35	0 40
Celery seed, whole.....	0 75	0 75
Coriander, whole.....	0 25	0 30
Carraway seed, whole.....	0 55	0 60
Tumeric.....	0 24	0 27
Cream of Tartar—		
French, pure.....	0 55	0 60
American high test.....	.....	.....
2-oz. packages, doz.....	1 75	1 75
4-oz. packages, doz.....	3 00	3 00
8 oz. tins, doz.....	6 00	6 00

Honey and Maple Syrup Moves Slowly

Toronto.

HONEY, MAPLE SYRUP.—There is not much demand for honey and maple syrup at the present time, and prices

are unchanged from quotations of a week ago.

Honey—		
Clover—		
5-lb. tins.....	0 24	0 24
2 1/2-lb. tins.....	0 26	0 26
10-lb. tins.....	0 25	0 25
60-lb. tins.....	0 24	0 24
Buckwheat, 60-lb. tins, lb.....	0 18	0 18
Como, No. 1, fancy, doz.....	3 75	4 25
Do., No. 2, doz.....	3 00	3 00
Maple Syrup—		
3 1/2-lb. tins, 10 to case, case.....	17 00	17 00
Wine qt. tins, 24 to case, case.....	16 00	16 00
Wine 1/2 gal. tins, 12 to case, case.....	15 00	15 00
Wine 1 gal. tins, 6 to case, case.....	14 00	14 00
Imperial 6 gal. cans, 1 to case, case.....	14 00	14 00
Maple Sugar—		
50 1-lb. blocks to case, lb.....	0 29	0 29

Bulk Cereals Have Quiet Demand

Toronto.

CEREALS.—Cereals in bulk are not selling very freely these days, the demand, as is usual this season, being a bit quiet. Prices are steady with the exception of split peas, which are quoted in 98s, at an advance of 30c, at \$6.50.

	Single Bag Lots	F.o.b. Toronto
Barley, pearl, 98s.....	5 50	6 00
Barley, pot, 98s.....	4 25	4 50
Barley Flour, 98s.....	4 60	4 60
Ruckwheat Flour, 98s.....	7 25	8 00
Cornmeal, Golden, 98s.....	5 50	5 85
Do., fancy yellow, 98s.....	5 25	5 50
Corn Flour, white, 98s.....	4 60	5 00
Do., Government standard, 98s.....	4 25	4 25
Hominy grits, 98s.....	5 25	5 25
Hominy, pearl, 98s.....	5 00	5 25
Oatmeal, 98s.....	4 75	4 75
Oat Flour.....	4 50	4 50
Rolled Oats, 90s.....	6 40	4 50
Rolled Wheat, 100-lb. bbl.....	4 50	7 00
Breakfast Food No.1.....	6 15	6 15
Do., No. 2.....	6 15	6 15
Rice Flour, per 100 lbs.....	8 00	8 00
Linseed Meal, 98s.....	6 75	6 75
Rye Flour, 98s.....	6 50	7 25
Peas, split, 98s.....	6 50	6 50
Blue peas, lb.....	0 10	0 10

Above prices give range of quotations to the retail trade.

Good Quality Beans in Small Supply

Toronto.

BEANS.—The market for beans is pretty well cleaned up of all good varieties. Supplies of hand-picked beans are quoted higher, there being very few available. Quotations are from \$4.75 to \$5. There is not much demand for beans just now, but any stocks being held are largely of inferior quality.

Ontario, 1-lb. to 2-lb. pickers, bu.....	\$4 25	\$4 50
Do., hand-picked.....	4 75	5 00
Japanese Kotenashi, per bush.....	4 50	4 50
Rangoons, per bushel.....	3 00	3 00
Limas, per lb.....	0 12 1/2	0 12 1/2

Raspberries Now Being Offered

Toronto.

FRUITS.—The season for strawberries is practically over. Last week saw the height of the season. Shipments have been very light this week and quotations have been very much stronger, around 25c per box. Raspberries are now on the market, and at the beginning of the week were quoted at from 30c to 35c per box. Much lower prices were expected later in the week, with an increase in receipts very probable. Yellow transparent apples are now selling at \$4.25 in bushel hampers. Gooseberries in 11 quart baskets are selling at \$1.50, and cherries range from \$1.25 to \$3 for large baskets according to quality. California peaches are quoted at

\$2.50 per box and Georgia peaches at \$4.50 per crate.

Bananas, per lb.....	0 08	0 08
Grapefruit—		
California, seedless, 64s.....	5 00	6 00
Do., 48s.....	5 50	5 50
Do., 80s.....	6 50	6 50
Valencias—		
100s, 126s, 150s, 176s, 200s, 216s, 250s.....	6 25	6 25
288s, 324s.....	5 00	5 50
Lemons, Cal., 270s, 300s, case.....	7 50	7 50
Strawberries, quarts.....	0 25	0 25
Raspberries, box.....	0 30	0 35
Rhubarb, doz.....	0 20	0 20
Cherries—		
Cherries, Home grown—		
11-qt. basket.....	1 25	3 00
6-qt. basket.....	1 00	2 00
Gooseberries, 11-qt. basket.....	1 50	1 50
Watermelons.....	0 75	0 90
Georgia peaches, 6 basket crates, per crate.....	4 50	4 50
Flats (12 to 15).....	3 50	3 50
Cantaloupes, Cal., 45s, standards.....	6 00	6 50
Do., flats.....	2 50	2 50
Apricots, Cal., per case.....	3 00	3 00
Plums, Cal., per case.....	3 25	3 75
Peaches, Cal., per case.....	2 50	2 50
Do., Georgia, crate.....	4 50	4 50
Apples, yellow transparent, bus. hamper.....	4 25	4 25

Can. Vegetables in Plentiful Supply

Toronto.

VEGETABLES.—New Canadian vegetables are arriving plentifully now, and are quoted at very reasonable prices. Lettuce is selling at 50c per doz., also carrots, and beets are quoted at 35c. Canadian wax beans in 11 quart baskets are quoted at from \$1.25 to \$1.50 per basket, and imported beans at \$3. Home grown cabbage in large crates is selling at \$4.50. Canadian grown tomatoes are now arriving freely, selling at from \$3 to \$3.25 for 11 quart baskets. Ontario potatoes have declined again, now selling at \$1 per bag. New potatoes, Virginias, are also lower, at \$7 per barrel.

New Beets, per dozen.....	0 35	0 35
Cabbage, per crate.....	4 50	4 50
Do., per bushel.....	2 00	2 00
New Carrots, per doz.....	0 50	0 50
Radishes, per dozen.....	0 30	0 30
Can. Lettuce, doz.....	0 35	0 35
Onions—		
Onions, hamper.....	4 50	4 50
Texas onions, crate.....	4 50	6 00
Parsley, per basket.....	1 00	1 00
Peppers, green, doz.....	1 00	1 25
Celery, New Michigan, doz.....	0 50	0 50
Wax Beans, imported.....	3 00	3 00
Do., Can., 11-qt. basket.....	1 25	1 50
Cucumbers—		
Imported, hampers.....	4 50	5 00
Hothouse, basket.....	8 50	8 50
New potatoes, Virginia.....	7 00	7 00
Potatoes, Ontario, bag.....	1 00	1 00
Turnips, hamper.....	2 75	2 75
Spinach, box.....	2 00	2 00
Domestic peas, 11-qt. basket.....	0 50	0 65
Tomatoes—		
Imported, 4-basket carriers.....	2 50	2 75
Hothouse tomatoes, No. 1s, lb.....	0 30	0 30
Do., No. 2s, lb.....	0 25	0 25
Outdoor Canadian tomatoes.....	3 00	3 25

Good Demand Prevails For Flour

Toronto.

FLOUR.—There is a good demand for flour, both for export and domestic account. The mills are very busy, and the likelihood is that there will be sufficient wheat to carry them over until the new crop is ready. Quotations to the retail trade are unchanged.

Flour—

Government standard, 74 per cent. extraction, Ontario winter wheat flour, in carload shipments, on track, in cotton bags.....	11 15	11 15
In jute bags.....	11 00	11 00

Millfeeds Are Still a Little Slow

Toronto. **MILLFEEDS.**—Millfeeds are steady

WINNIPEG MARKETS

Cereals Advanced; Flour, Feeds Steady

Winnipeg. **FLOUR, FEEDS, CEREALS.**—Mills are continuing to operate on domestic and export orders. Cereals have advanced since the last quotations in these columns prior to the strike. Flour and feeds are steady and no change is expected until next month.

Government Standard Flour—	
Cash carload prices	\$10 40
To flour and feed men	10 40
To bakers	10 20
To storekeepers paying cash or 30 days, ton lots	10 60
Do., less than ton lots	10 70
Credit Prices—	
Manitoba points	10 50
Saskatchewan points	10 40
Cereals—	
Rolled oats, 80s	3 85
Rolled oats, pkgs., family size	5 65
Cornmeal, 98s	4 85
Oatmeal, 98s	4 85
Feeds—	
Bran, per ton	39 00
Shorts, per ton	43 00
Bran, B.C. and Vancouver Isld.	45 00
Shorts, B.C. and Vancouver Isld.	49 00
Barley—	
Pearl, Ontario, 98-lb. bags, per bag	6 30
Pot, 98-lb. bag, per bag	4 35

Upward Tendency In Tea Market

Winnipeg. **TEA.**—The primary markets show considerable movement in tea. The local market is strong and has an upward tendency. There is a good demand for Ceylon teas in both low and medium grades at advancing prices. Importations of Java teas are affected by the change in duty, and it is not expected that any great quantities of this line will reach the market in future. The import duty on British grown teas is now 7 cents per pound and 10 cents on all others.

Coffee Reaches Highest Level

Winnipeg. **COFFEE.**—Santos 4's are being quoted at the highest level ever attained. Frost damage to the Brazilian coffee crop is much worse than was anticipated according to reports given out by the Brazilian Government. This is largely responsible for the strong position of bulk coffee. It is thought by some jobbers that the market is running wild and that when the true condition of affairs is known the market may settle down on a different basis than appears at present.

Santos, old crop, per lb.	0 34
Bourbon, per lb.	0 35
Bogota, per lb.	0 43
Costa Rica, per lb.	0 43
Maracaibo, per lb.	0 43

All Dried Fruits Rapidly Cleaned Up

Winnipeg. **DRIED FRUITS.**—The market continues firm with a higher tendency in

at last week's quotations. There is a very active inquiry for shorts but the sale of bran is not so brisk.

	In carlots, track
Bran, per ton	42 00
Shorts, per ton	44 00

some lines. A large crop of Muscatels, both loose and seeded, is forecast. Word from the coast indicates that prunes are in good demand and prices are slightly higher. Some varieties of raisins are likely to be short and some packers have found it necessary to pro-rate their orders. Apricots and pears are practically off the market and peaches are very scarce. All lines are becoming rapidly cleaned up.

Apples, 50-lb. boxes, per lb.	0 22
Do., 10-lb. boxes, per box	2 30
Apricots, Standard—	
25-lb. boxes, per lb.	0 24
Choice 10-lb. boxes, per lb.	26 1/2
Currants, 50-lb. half cases, per lb.	0 20
Pears, extra choice, 25-lb. boxes, per lb.	0 25
Prunes—	
90-100s, 10-lb. boxes, per lb.	0 18
90-100s, 25-lb. boxes, per lb.	0 17
80-90s, 25-lb. boxes, per lb.	0 18
60-70s, 25-lb. boxes, per lb.	0 20
50-60s, 10-lb. boxes, per lb.	0 22
50-60s, 25-lb. boxes, per lb.	0 21
40-50s, 25-lb. boxes, per lb.	0 23
Raisins, bulk, seeded, 25-lb. boxes, per lb.	0 14

Canned Goods Shortage Probable

Winnipeg. **CANNED GOODS.**—The demand for all lines of canned goods is exceedingly heavy and stocks are dwindling rapidly. The market has shown recent advances, particularly in canned tomatoes, and at present it is almost impossible to buy any goods first hand. Some local jobbers are of the opinion that there is insufficient stock in hand to last until the next pack comes in.

Corn, 2s	4 55
Peas, Standard, 24 x 2s	3 25
Tomatoes, 2 1/2s, Can.	4 25
Peaches, heavy syrup, 24 x 2s	5 80
Pears, light syrup, 24 x 2s	4 15
Do., heavy syrup	5 80
Plums, Lombard, heavy syrup, 24 x 2s	4 50 4 60
Strawberries, 2s x 2 doz., case	8 95 9 00
Cherries, 2s, 2 doz. case, per case	6 20 6 25
Raspberries, 2s, 2 doz. cases, per case	8 55 8 60

Crisco Up \$1.50 Per Case

Winnipeg. **CRISCO.**—This market, which has undergone heavy advances recently, is

BRITISH COLUMBIA MARKETS

Supplies of Sugar Are Sufficient

Vancouver. **SUGAR.**—Supplies of sugar are fairly plentiful, and there is a very heavy demand. Prices are unchanged at firm figures.

No Changes in Teas; Market is Strong

Vancouver. **TEAS.**—No change is reported on teas. The market continues very firm,

again moving to higher levels. Quite recently an advance of \$1.50 per case has been made, bringing present quotations to the following:

1 lb. tins, 36 per case	\$14.85
1 lb. tins, 5 case lots	14.80
1 lb. tins, 10 case lots	14.75

Same prices apply to cases of 3 lb. x 12; 6 lb. x 6; 9 lb. x 4 in various quantities.

Sharp Advance In Lemons

Winnipeg. **FRUITS.**—The orange market is holding steady at present prices. Valencias are in fair supply from California but there is not expected to be any surplus. The market in lemons is stronger and higher. Early hot weather in the West has increased the demand for this fruit. The immediate available supply of lemons in California is light and this has caused a sharp advance. No lower prices are looked for during the hot weather while the season for picnics, holidays, fairs, etc., is on.

Oranges, per case	7 00	7 50
Lemons, per case	8 50	9 00

Advance in Lantern Globes

Winnipeg. **LANTERN GLOBES.**—This market has advanced though no change has been made in prices of lamp glasses as yet. Factories have advanced prices on globes within the past few days, bringing present quotations to the following, for strong, heavy plain glass globes of the best quality:

	Per case.
Cold blast, long, 1 doz. case	\$1.00
Cold blast, long, 3 doz. case	2.85
Short globe, No. 3, 1 doz. case	1.00

Fruit Jars Up 50 Cents Per Gross

Winnipeg. **FRUIT JARS.**—The local market in fruit jars is higher. Some factories have advanced prices 50 cents per gross. Following is the prevailing range of prices for the popular two-piece top sealer, glass top with metal screw ring, and the wide mouth jars with glass top held on by spring fastener:

Pints, per gross	\$12.00	\$13.25
Quarts, per gross	13.00	14.25
Half gal., per gross	16.75	18.00

and it looks as if the future prices will be strong.

Fresh Meats Easier; Lard Also Lower

Vancouver. **PROVISIONS.**—Fresh meat is easier except pork. Beef is selling at from 18c to 20c, lamb at 28c and pork at 32c. Lard is easier at 37c.

Fresh Beef	0 18	0 20
Lamb	0 28	0 32
Pork	0 32	0 33 1/2
Cheese	0 33 1/2	0 37
Lard	0 37	

Continued on page 42

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., July 8.—Reductions in fresh fruits with advances in other lines mark the changes during the week. Rice is selling at from \$10.50 to \$11. Cheese, New Brunswick and Ontario, 33c to 34c. Breakfast bacon 44c to 49c. Compound lard 33½c to 34½c. American pork is selling at from 62c to 65c. Canned tomatoes are selling at \$4.20. Apples at \$4.50. Evaporated apples are 23c. Potatoes \$2.75 to \$3.20. Lemons \$8.50 to \$9. Oranges \$5 to \$6.50. Grapefruit \$6.50 to \$7. Bananas 8c to 9c. Pineapples, crates, \$8 to \$9. California plums, crates, \$3 to \$4. California peaches, crates, \$3 to \$3.50. The only onions now being offered are Egyptians, in 110-pound sacks at 11½c per pound.

Flour, No. 1 patents, bbls., Man.	.....	\$12 54
Cornmeal, gran., bags	6 15	6 25
Cornmeal, ordinary, bags	4 10	4 25
Rice, Siam, per 100 lbs.	10 50	11 00
Molasses	0 88	0 89
Sugar—		
Standard, granulated	10 05	
No. 1, yellow	9 55	
Cheese, New Brunswick	0 33	0 34
Cheese, Ont., twins	0 33	0 34
Eggs, fresh, doz.	0 48	0 48
Eggs, case	0 43	0 45
Breakfast bacon	0 44	0 49
Butter, creamery, per lb.	0 46	0 49
Butter, dairy, per lb.	0 43	0 45
Butter, tub	0 41	0 43
Margarine	0 33	0 35
Lard, pure, lb.	0 38	0 39½
Lard, compound	0 33½	0 34½
American clear pork	0 62	0 65
Beef, corned, 1s	4 55	4 90
Tomatoes, 3s, standard, case	4 20	4 20
Raspberries, 2s, Ont., case	8 84	8 84
Peaches, 2s, standard case	6 20	6 20
Corn, 2s, standard case	4 70	4 70
Peas, standard case	3 20	3 30
Apples, gal., N.B., doz.	4 00	4 00
Strawberries, 2s, Ont., case	8 20	8 20
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums	8 50	8 50
Evaporated apples, per lb.	0 23	0 23
Peaches, per lb.		
Potatoes—		
Natives, per bbl.	2 75	3 20
Onion, Egyptians, lb.	0 11½	0 11½
Lemons, Cal.	8 50	9 00
Oranges, Cal., case	5 00	6 50
Grapefruit, Cal., case	7 00	7 50
Bananas, per lb.	0 08½	0 09

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, July 8.—Carnation milk, talls, have advanced 30 cents. Fairy soap has risen 25 cents, making it \$8. Gold Dust 3's are up 25c; Lux 75c for box of 72 packages, Lux is now \$7.75. Tomatoes are stiffening, \$4.20 being the lowest quotation on 2½'s. American corn, 2's, is selling at \$4.80. Some brands of

pickles are slightly higher this week. Large Ontario cheese is selling at from 34c to 35c. Bacon bellies and cottage rolls are down a cent and a half, and peamealed backs show a decline of half a cent. New pack British Columbia jams are now quoted, strawberry at \$13.50; raspberry at \$13; peach, gooseberry and blackberry at \$11, and plum at \$10. Telfer's biscuits have advanced 3c per pound.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	10 50	10 50
Rolled oats, 80s	3 50	3 60
Rice, Siam, cwt.	9 75	9 75
Rice, China mat., No. 1	4 80	4 80
Do., No. 2	3 95	3 95
Japan, No. 1	11 50	13 50
Tapioca, lb.	0 11	0 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane, granulated, cwt.	11 02	11 02
Cheese, No. 1, Ontario, large	0 34	0 35
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	22 80	22 80
Eggs, new-laid, local	12 50	12 50
Tomatoes, 2½s, standard, case	4 20	4 20
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Spinach, Cal., new pack	5 60	5 60
Apples, gal., Ontario, case	3 50	3 50
Strawberries, 2s, Ontario, case	8 10	8 75

Jams—		
B.C. Strawberries, 4s	13 50	13 50
Logan Raspberries	13 00	13 00
Peaches	11 00	11 00
Plum	10 00	10 00
Gooseberries	11 00	11 00
Blackberries	11 00	11 00
Raspberries, 2s, Ontario, case	8 40	9 00
Cherries, 2s, red, pitted	6 40	6 40
Apples, evaporated	0 22	0 22
Do., 25s, lb.	0 23	0 23
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 23	0 23
Prunes, 90-100s	0 18	0 20
Do., 40-50s	0 26	0 27
Do., 60-70s	0 22	0 22
Lobsters, quarters	2 75	3 00
Salmon, pin. tall, case	9 00	10 25
Salmon, Sockeye, tall, case		
Do., halves	18 00	19 00
Potatoes, per ton	35 00	38 00
Oranges, Valencias	7 00	7 00
Lemons, case	8 50	8 50
Grapefruit, California	7 50	7 50
Strawberries, Hood River, crate	7 00	7 00
Cantaloues, crate 45s	7 50	7 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., July 8.—Crop conditions have improved considerably with the advent of rains through most of the province. Some hail has done damage in Central Saskatchewan. The egg market is weakening, the price being 2c lower than last week. British Columbia cherries are on the market and prices range from \$3 to \$4. After about two weeks without beer, three or four carloads of 2 per cent. arrived this week. Watermelons, California and Georgia, all marketing at 8c per pound. California fruits arrived to-day. Apricots are selling at \$3.25; plums at \$3.75; apples at \$4.50, and peaches at \$2.75. Tomatoes are in good condition and good supply at \$3.50. Cucumbers are very scarce and high in price at \$3 per dozen.

Beans, small white Japans, bu.	4 50
Beans, Lima, per lb.	0 12½
Rolled oats, brails	3 86
Rice, Siam, cwt.	8 40
Sago, lb.	0 11½
Tapioca, lb.	0 11½
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1, Ontario, large	0 34½
Butter, Creamery	0 58
Crisco	12 70
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 47
Eggs, new-laid	0 31
Tomatoes, 3s, standard, case	4 00
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	
Salmon, pink, tall, case	10 25
Pork, American clear, per bbl.	41 00
Onions, ton	59 00
Potatoes, bushel	1 15
Grapefruit	7 50
California oranges	7 00
Pinapples	7 00
Lemons	8 00
Strawberries, crate	7 50
B.C. Cherries, basket	3 00
Watermelons, lb.	0 00
Apricots, Cal.	3 26
Plums, Cal.	3 75
Peaches, Cal.	2 75
Apples	4 50
Tomatoes	3 50
Cucumbers, doz.	3 00

GENERAL MARKETS

Continued from page 41

Compound	0 38½
Bacon	0 52
Hams	0 45

New Raspberries Selling at \$5 Crate

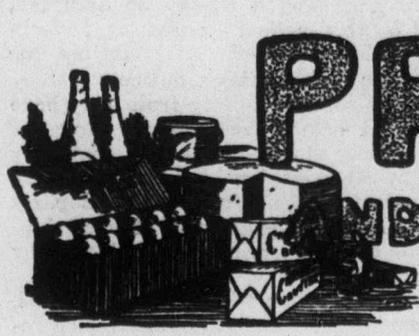
Vancouver. FRUITS AND VEGETABLES.—New raspberries are arriving on the market, and are quoted at \$5 per crate. Also yellow transparent apples from the Okanagan district, selling at \$5.50 per box. Cherries are 20c per quart. New celery is quoted at \$1.75 per dozen bunches.

Apples—	
Yellow Transparent, box	5 50
Cherries, Okanagan, qt.	0 20
Oranges, Cal., aver.	6 00
Strawberries, crate	3 25
Gooseberries, qt.	0 12
Grapefruit, case	5 00
Lemons, case	7 00
Pineapples, Cuban	5 50
Cucumbers, B.C., per doz.	2 00
Tomatoes (hothouse), 20, crate	
No. 1	5 00
Carrots, doz. bunches	0 25
Onions, doz. bunches	0 25
Parsley, doz. bunches	0 25
Turnips, doz. bunches	0 25
Local potatoes, ton	30 00
Celery, doz.	1 75
Raspberries, crate	5 00

Movement in Molasses Slow

Vancouver. MOLASSES.—There is not a great deal of demand for molasses, and quotations are ruling steady at last week's figures.

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PRODUCE AND PROVISIONS

Caters to Needs of Light Housekeepers

W. Stansfield, 379 Church Street, Toronto, Disposes of His Automobile Deliveries and Does a Better Business on a Cash and Carry Plan

Disposing of his automobile deliveries, and cutting down his staff from seven clerks to three, W. Stansfield, 379 Church Street, Toronto, told CANADIAN GROCER that he is now doing a more profitable business. He handles both fresh and smoked meats, as well as general groceries. Whereas before he endeavored to reach the public in widely divergent parts of the city, he no longer does it, confining himself to the immediate district in which he lives. Keeping up an expensive delivery system, he claims, is bad business, and eats up too much of the profits. His store is now practically a cash and carry establishment, and conducted as such for the past two years it has been very successful.

Caters to Light Housekeeping

Mr. Stansfield has a store that is modern in every particular. It at once attracts the eye of the visitor who calls for the first time. It is situated in the heart of a rooming and small apartment district where people do housekeeping of a light order. Realizing this Mr. Stansfield caters to such a trade. His sales, he says, are seldom large in any one line, and people always take with them what they buy. "We do a big business each day," he stated, "between the hours of four and six. We sell the things that are easily prepared. We always have them very attractively displayed. Meats are already cut and orders are easily and quickly filled."

This store is equipped with refrigerator counters, enclosed in glass, greatly facilitating the showing of meats, both cooked and uncooked. In fact everything of a perishable nature, including fruit and vegetables, are arranged in a way pleasing to the eye and in such a manner as to readily engage the eye of the customer.

Sales Are Not Large

Mr. Stansfield sells nothing in large quantities. He has everything ready for the preparation of a hasty meal, and his customers are very often people who go out to business, and have to prepare their evening meal on their return. They want something either already cooked or that can be easily prepared. It is not hard to decide on such purchases in the Stansfield store, for display properly carried out, Mr. Stansfield believes, does more to assist the customer in shopping than anything else. Sales are largely in small quantities, but this is by no means a feature that is unwelcome in the business, according to Mr. Stansfield. He prefers to sell sugar by the pound than to disposing of it by the hundredweight. In the same way he sells other goods, and having done business in this manner, with the absence of deliveries, he is well satisfied with the results, and infinitely more so than he was before. The cost of keeping up automobiles and extra help was not worth the increase in business they brought. He much prefers present

conditions. While Mr. Stansfield gives some credit, his credit accounts are a very small percentage of his general business. It is largely a cash trade.

EGG REGULATIONS NOT WORTH PAPER WRITTEN ON Statement is Made Before Regina Board of Trade

Regina, July 7.—That regulations respecting the handling of eggs are not worth the paper they are written on was the statement made before the Regina Board of Trade at a recent meeting by J. W. Harrison, manager of the cold storage plant of the Saskatchewan Co-operative Creameries, Regina branch. There were many loopholes in the regulations, he contended, which permitted dealers to get around them. It was his contention that eggs should not be shipped out of the province without first being inspected. Mr. Harrison took strong exception to the insinuation made at the last meeting of the board that eggs were permitted to enter cold storage without first being inspected. This was not the case he insisted. All eggs entering storage, he explained to the members, were candled, and he could not therefore see what was to be gained by asking that eggs also receive Government inspection upon entering storage. The matter was left in the hands of the secretary.

WHY NOT ACKNOWLEDGE THE GOVERNMENT MISTAKE?

Vancouver, July 8.—There is no legislation that will make humpback or dog salmon taste like sockeye to the Vancouver public. An embargo on oranges would not make the Canadian public start enthusiastically purchasing the luscious home-grown rutabaga. Why not frankly acknowledge they made a mistake in letting all the high-grade salmon go without insisting on a proportionate delivery of the poorer grades and then get busy finding an export outlet for the stocks on hand? The public has no illusions as to the instability of the Government that are in danger of being shattered, anyway.

HOW MUCH EXPORT CAN WE EXPECT

England's butter imports in 1918 were from—

Australian-N.Z.-Argen.	138,451,824 lbs.	76.55%
United States	22,018,416 lbs.	12.18%
Canada	6,940,752 lbs.	3.84%
Miscellaneous	8,910,384 lbs.	4.94%
Denmark	4,516,624 lbs.	2.49%

It is stated England's normal (1913) imports from Denmark were 191,633,680 lbs. Denmark in 1919 has 60% of her pre-war herds and can get ample feed and shipping which she could not get in 1918. HOW SOON CAN DENMARK SQUEEZE THE UNITED STATES AND CANADA OUT ALTOGETHER?

The United States surplus in storage is now 40,000,000 lbs., or nearly twice 1918 exports to England.

Manufactured in Window Demonstrates Purity

Hamilton Grocer Makes Peanut Butter in Window While Customer Waits.

JOHN O. CARPENTER, Market St., Hamilton, Ont., one who believes in allowing his buying public, if at all possible, to see for themselves the high grade quality of the goods he is selling. With this end in view, he has installed a peanut butter grinder, and for the past year has been manufacturing his own peanut butter. With the machine placed in the front window, he makes the peanut butter, while the customer waits, and is at liberty, if she or he wishes, to watch the process. While the outlay in installing the machine has been rather heavy, Mr. Carpenter believes that he has been amply paid for

his venture. He is selling his own make almost exclusively.

Influence of Good Material

Mr. Carpenter lays great stress on the important feature of securing the very best stock of peanuts. This is most essential if the butter is to be of a kind to attract. There is no adulteration, as the customer can plainly see.

Previous to the signing of the armistice there was a big demand for peanut butter for overseas boxes to Canadian soldiers. This is now, of course, falling off, but there is still a brisk demand for domestic consumption.

Finds Special Sales Good Business

Believes That These Sales Introduce Customers to Store, and Result in a Goodly Measure of Permanent Trade —Features Particular Lines

R. L. ZUFELT, corner Front street and Victoria avenue, Belleville, Ont., is a firm believer in the idea that special sales are a great assistance in building up business that is very often of a permanent character. Mr. Zufelt only went into business last November, buying out the store of the late A. J. McCrodan, and has been very successful in maintaining and expanding the trade of his predecessor. Last spring he had a series of special sales, featuring some particular line at an attractive price. Results were highly pleasing. Mr. Zufelt's store is one of the largest in Belleville, and his facilities for storage are of the very best. This enables him to buy in big quantities, and this, he believes, is a big advantage, especially in view of the rapidly

advancing markets of the past few years.

Grand Trunk employees, of which there are a very large number in Belleville, on account of it being a divisional point, form fully 70 per cent. of Mr. Zufelt's customers. He is the only grocer in Belleville with a motor delivery, and he also has another car that goes out taking orders twice a week. This is the only way, he believes, good service can be rendered the public, and the customers, realizing and appreciating this service, are always good advertisers for your store. Mr. Zufelt also caters to a big farm trade. He is also a big buyer of farm produce, and in the summer months handles a lot of fruit. In four days he sold more than 2,000 boxes of strawberries.

Disposes of Fruit by 'Phone

Manitoba Merchants Find That Telephone is Useful in Sale of Summer Fruits—Trade in Other Lines is Also Stimulated.

By Staff Correspondent of Canadian Grocer

WINNIPEG, July 7. — Disposing of large shipments of preserving fruit by telephone is the successful plan adopted by some Western Canadian merchants. In practically every instance where this is tried orders are booked up in advance for practically the entire shipment, and all danger of handling these perishable goods is eliminated.

James A. McKenzie, who operates a large general store at Rivers, Man., stated that when the first tomatoes of the season came in this year he called up telephone central, and asked for special service for half an hour or more. He

then proceeded to inform as many of his country customers as he could reach that tomato shipment would arrive on a certain date. He quoted them a price of 30 cents a pound and solicited their orders. He had little difficulty in disposing of every crate ordered, and by a little telephone courtesy created the impression that he had the interest of his customers at heart. When Mr. McKenzie first tried out this plan, and he has had the same experience ever since, he found that it generally meant a further order for groceries. Whenever he could possibly do so, he arranged that the ship-

ment arrive on a Friday or Saturday, and by this method secured large weekend orders, as well as relieving the pressure on Saturday's business. Many farmers solicited to buy fruit may have intended making their general purchases at another store, but decided that they might as well buy everything where they bought their fruit. In past years Mr. McKenzie has disposed of large shipments of strawberries and raspberries by this plan.

In conversation with A. S. Drummond, a general merchant at Balcarres, he related a similar success, emphasizing the fact THAT HE SOLD GREAT QUANTITIES OF SUGAR AS A RESULT OF PLACING ORDERS FOR FRUIT IN THIS WAY. In the case of Mr. Drummond, he secures quotations on say 300 cases of strawberries. Before ordering these he gets busy on the telephone and takes orders from farmers as well as from people in his own town and in near-by towns. Then he wires his requirements to the wholesale. Last year he ordered 300 cases, which were to be delivered on a Wednesday. Instead they did not arrive until Friday night. Now in this instance he had only placed orders for 200 cases among his customers intending to dispose of the balance to the women of Balcarres who had no telephones. Here was a problem to handle this large shipment on a busy Saturday. However the fruit was delivered to the warehouse, where it was sorted and the various orders piled separately, with sales slips written out for each of them.

The balance of the shipment was displayed by clearing out a long standing dry goods display from the centre of the store, and piling up the fruit on tables where it commanded the attention of all who entered. The windows, too, were piled with fruit, with the result that on Saturday night there was only a couple of crates of apricots left. The work was all done without extra help. This was the first year that the firm tried this experiment and it was the first year they sold fruit without a loss. They, too, found a heavy increase in general sales, and farmers bought sugar in hundred pound lots. On the whole the effort paid handsomely, and created the impression of enterprise on the public mind. In other words, it was good advertising.

DEPARTMENT OF AGRICULTURE TAKES CENSUS OF LIVE STOCK

District representatives of the Ontario Department of Agriculture are at present actively engaged in taking a census throughout the province, first of all the pure-bred live stock, and secondly of the bulls, either pure bred or grade, being used by the farmers. It is expected that this census will be completed before the conference of district representatives, which opens at Guelph on July 14. At that meeting considerable attention will be devoted to the question of live stock, and particular references will be made to the elimination of "scrub" bulls in Ontario.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, July 8—Produce and provision markets continue to rule on a firm basis, for the most part. Live hog prices have firmed, and the dressed market is steadily firm. Bacon and hams are steady and firm, with a good demand existing. Shortening and lard are firm, but quieter. Butter is likely to decline and cheese may be lower, the buying prices in the country being less, owing to the decline in foreign exchange. Best new-laid eggs are in active demand and the prices are firmer. There are big receipts of live poultry at somewhat lower prices. Salmon is high in price and there is a fairly good demand for fresh fish. Prices are somewhat firmer on fresh varieties and easier on salt and pickled.

Active Buying

Boosts Hog Price

Montreal.

FRESH MEATS.—Last week's closing prices on hogs were firmer and the position early this week was continuing high. An increase in the quotable basis of about 50c was made, and some sales were reported at over \$23 per cwt. Abattoir killed stock is selling still at \$31.50 to \$32, and sows are \$26.50 to \$27 per cwt. There were fair offerings at the stock yards but active bidding absorbed the supplies readily.

Fresh meats are firm in price and there is a demand for the choicer hind quarters at around 30c per lb. Fronts are rather dull in demand and the prices more favorable, if anything. Best calves have also firmed in price. Lambs and mutton are firmly held.

Hos, live	22 50	23 00
Hogs, Dressed—		
Abattoir killed, small, 65-90 lbs.	31 50	32 00
Sows (heavy)	26 50	27 00
Fresh Pork—		
Leg of pork (trimmed) (foot on)		0 38
Loins (trimmed)		0 43
Loins (untrimmed)		0 41
Spare ribs		0 25
Trimmed shoulders	0 29	0 30
Fresh Beef—		
Cows)		(Steers)
\$0 25 \$0 26	Hind quarters	\$0 30
0 14 0 17	Front quarters	0 18
0 28	Loins	0 35
0 25	Ribs	0 28
0 15	Chucks	0 15
0 26	Hips	0 28
Calves (as per grade)	0 22	0 27
Lambs, 30-40 lbs. (whole carcass), lb.		0 26
No. 1 Mutton (whole carcass), lb.		0 20

Bacon Still Firm;

So Also Are Hams

Montreal.

CURED MEATS.—Summer sales of bacon and ham have continued active and the result is a fully maintained price basis. There has been a slight advance in prices on breakfast bacon here and there and 50c is a base price for plain backs, while breakfast bacon, according to grade, is selling at 49c to 50c per lb. Barrel pork is unchanged and rather inactive.

Hams—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.		0 46
14-20 lbs.		0 46
20-25 lbs.		0 42
25-35 lbs.		0 38

Backs—

Plain		0 50
Breakfast, per lb. (as to qual.)	0 49	0 56
Rolls, per lb.	0 38	0 39
Dry Salt Meats—		
Long clear bacon, ton lots	0 30½	0 31½
Long clear bacon, small lots	0 31	0 32
Barrel Pork—		
Fat backs, lb.		0 33
Canadian short cut (bbl.) 30-40 pieces	62 00	62 50
Clear fat backs (bbl.) (40-50 pieces)		69 00
Heavy mess pork (bbl.)		52 00
Bean pork (bbl.) (American) (60-80 pieces)		54 50

Ready Sellers Are

Most Cooked Meats

Montreal.

COOKED MEATS.—A ready demand continues to be made for the various kinds of cooked meats so popular at this season of the year. Prices on cooked and roast hams are firm at 64c, and, regardless of these fancy prices, the sales are heavy.

Head Cheese	0 13	0 15
Choice jellied ox tongue	0 65	0 66
Jellied pork tongues		0 44
Ham and tongue, lb.		0 32
Veal and tongue		0 25
Hams, roast		0 64
Hams, cooked		0 64
Shoulders, roast		0 52
Shoulders, boiled		0 52
Pork pies (doz.)		0 85
Blood pudding, lb.		0 12

Lard Demand Eased

But Not the Price

Montreal.

LARD.—There has been, if anything, a lessened demand for lard this week. Buyers seem to have had what they required for the immediate present, and movement, therefore, became more restricted. Prices, nevertheless, have been firm and the undertone strong.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 37½	0 37½
Tubs, 50 lbs., per lb.	0 37½	0 38
Pails, 20 lbs., per lb.	0 37½	0 38½
Bricks, 1 lb., per lb.	0 39	0 40

Lighter Movement

For Shortening

Montreal.

SHORTENING.—Movement of this has been less marked during the week. This has apparently not had any effect upon the price basis, which remains firm. Some of the trade brands have, as a matter of fact, been marked up.

SHORTENING—		
Tierces, 400 lbs., per lb.		0 31

Tubs, 50 lbs., per lb.	0 31½	0 31½
Pails, 20 lbs., per lb.	0 31½	0 31½
Bricks, 1 lb., per lb.		0 32½

Oleomargarine is in Modified Demand

Montreal.

MARGARINE.—As is usual, the mid-summer demand for oleomargarine is limited to such quantities as the trade can dispose of within a short period. Sales are therefore made in small lots to dealers, and the price basis remains steadily unchanged.

Margarine—

Prints, according to quality, lb.	0 36	0 38½
Tubs, according to quality, lb.	0 32	0 34½

Butter Will Lower

it is Expected

Montreal.

BUTTER.—With best creamery grades of butter selling in Chicago around 48c to 49c per lb., it is obvious that prices here will be affected. In addition to this fact sales at various points in this district were made at from 50½c to a little above 51c. Actual differences in the buying prices reached 1½c to 2c per lb., these reductions indicating the change for the week. Weekly receipts ending last Saturday were 24,348 packages, an increase of 2,957 packages over the same period of 1918. Total season's receipts are not materially different to date than those for 1918.

BUTTER—

Creamery prints, fresh made	0 55
Creamery, solids, fresh made	0 54
Dairy prints	0 45
Dairy, in tubs, choice	0 44

Cheese Lower in

Country; May Be Less

Montreal.

CHEESE.—In view of the changes made in the rate of foreign exchange, cheese buying prices have declined considerably. From 1½c to 2¼c per lb. reduction was paid on the various boards last week. Demand has continued active from European sources and it is stated that a great deal of business has been conducted privately.

In point of receipts there has been a considerable decline over the comparative period last year. Some 87,477 boxes were received for the week ending July 5, and for season the receipts have been over 54,000 boxes less than for 1918 season to date. Local prices should be somewhat less if the exchange situation holds as it now is.

CHEESE—

New, large, per lb.	0 32
Twins, per lb.	0 32
Triplets, per lb.	0 32
Stilton, per lb.	0 35
Fancy, old cheese, per lb.	0 35

Strictly Good Eggs

Are the Most Sought

Montreal.

EGGS.—Buyers seem willing to pay the higher prices for choice eggs, and these are now selling actively. Even number one stock is not a big seller. In view of the demand for the better eggs, therefore, prices have held

firmly, and fancy returns have been made for choice stock to the producer.

It is significant to note that the receipts for 1919, to date, show the large increase of 66,108 cases over the same period a year ago. The improved export selling has taken much of the supply coming forward, and of course, has received a lot of stock. Over 108,000 cases were in storage at Montreal on July 1.

EGGS—

No. 2	0 43
No. 1	0 48
Selects	0 54
New laids	0 58

Big Receipts Now of Live Poultry

Montreal.
POULTRY.—Prices on live poultry have declined somewhat and there are very free offerings. The receipts continue to improve. Cold storage stock is decreasing in supply and there continues to be an export demand. Summer demand continues active in the city.

POULTRY (dressed)—
(Selling Prices)

Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47
Ducks—		
Brome Lake (milk fed green)	0 38	0 40
Young Domestic	0 49	0 50
Turkeys (old toms), lb.	0 30	0 31
Turkeys (young)	0 36	0 36
Geese	0 32	0 32
Old fowls (large)		
Old fowls (small)		
POULTRY (live)— (Buying Prices)		
Live—Old fowl	0 28	0 29
Roasters	0 19	0 21
Turkeys	0 37	0 37
Broilers	0 36	0 44

Salmon is Higher; Lake Fish Limited

Montreal.
FISH.—Supplies of fresh fish are somewhat limited, in speaking comparatively with the past two or three weeks. In a general sense, prices are somewhat firmer. Gaspé salmon season is well along and the tendencies are ever upward for this variety. Pickled and salt fish are in light demand, with prices easy, but unchanged. A scarcity of had-dock is manifest this week.

FRESH FISH

Carps, per lb.	0 11	0 12
Dore	0 10	0 20
Eels, lb.	0 10	0 10
Bullheads (dressed)	0 15	0 07
Gaspereaux, each	0 12	0 13
Haddies	0 20	0 20
Fillet Haddies	0 06	0 06
Haddock	0 24	0 24
Halibut, Eastern	0 23	0 24
Halibut, Western	0 09	0 10
Steak, cod	0 06 1/2	0 07
Market cod	0 06	0 06
Flounders	0 30	0 30
Prawns	0 12	0 13
Pike, per lb.	0 45	0 50
Live lobsters	0 35	0 40
Boiled lobsters	0 30	0 32
Salmon (B.C.), per lb., Red	0 35	0 40
Salmon, Gaspé	0 13	0 13
Shad	0 17	0 17
Skate	0 20	0 20
Lake Trout	0 16	0 16
Mackerel	0 35	0 40
Shrimps	0 17	0 18
Whitefish	0 17	0 18
Trout, brook	0 14	0 16

FROZEN FISH

Gaspereaux, per lb.	0 06 1/2	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06	0 06 1/2
Mackerel	0 14	0 15
Dore	0 14	0 16

Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05 1/2	0 05 1/2
Whitefish, small	0 11	0 12
Sea Herrings	0 07 1/2	0 08
Steak Cod	0 08	0 08
Gaspé Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17 1/2	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	0 22	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	0 06	0 06
Alewires	0 05 1/2	0 06

SALTED FISH

Codfish—		
Codfish, large bbl., 200 lbs.	\$20 00	
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	
Codfish, No. 2, 200 lb. barrel	17 00	
Pollock, No. 1, 200 lb. barrel	15 00	
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 23
Codfish (boneless) (24 1-lb. cartons)	0 20	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 19	0 19
Boneless cod (2-lb.)	0 23	0 23

Shredded codfish (12-lb. box)	2 50
Dried codfish (100-lb. bbl.)	20 00
PICKLED FISH	
Herrings (Scotch cured), barrel, 11 25	12 00
Scotia, barrel	12 00
Do., half barrel	6 25
Mackerel, barrel	34 00
Salmon, Labrador (200 lbs.)	26 00
Salmon, B.C. (200 lbs.)	24 50
Sea Trout (200-lb. bbls.)	25 00
Turbot (200 lbs.)	17 00
Codfish, tongues and sound, lb.	0 15
Eels, lb.	0 16

OYSTERS

Cape Cod, per barrel	16 00
Batouche, per barrel	15 00
Scallops, gallon	4 50
Can No. 1 (Solids)	2 50
Can No. 3 (Solids)	7 50
Can No. 5 (Solids)	12 50
Can No. 1 (Selects)	2 50
Can No. 3 (Selects)	9 00

SUNDRIES

Paper Oyster Pails, 1/2 per 100	1 75
Crushed Oysters Shell, 100-lbs.	\$1 60
Paper Oyster Pails, 1/4-lb. per 100	2 75

ONTARIO MARKETS

TORONTO, July 11—In produce lines, quotations show no tendency to decline. In fact advances are more in evidence. Hams and bacon are for the most part steady and firm, and fresh meats are holding at strong levels. The egg market is higher, with butter firm. Cooked meats have advanced again from two to three cents per pound. Poultry is arriving in larger quantities.

Fresh Meats Hold at Strong Levels

Toronto.
FRESH MEATS.—Quotations on fresh meats show very few changes as compared with a week ago. During the hot days there is not the same demand for meats. Spring lamb is selling very well at from 38c to 40c per lb. The market for live hdgs continues very strong, and cuts of dressed pork are correspondingly high.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	\$30 00	
Live, oi cars, per cwt.	23 50	23 75
Live, fed and watered, per cwt.	23 00	23 50
Live, f.o.b., per cwt.	22 00	22 50
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 40	0 40
Loins of pork, lb.	0 42	0 43
Tenderloins, lb.	0 45	0 45
Spare ribs, lb.	0 20	0 21
Picnics, lb.	0 28	0 30
New York shoulders, lb.	0 28	0 31
Montreal shoulders, lb.	0 29	0 32
Boston butts, lb.	0 35	0 35
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 28	0 30
Front quarters, lb.	0 14	0 17
Ribs, lb.	0 25	0 30
Chucks, lb.	0 12	0 14
Loins, whole, lb.	0 32	0 35
Do., short, lb.	0 30	0 38
Hips, lb.	0 25	0 28
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 20	0 26
Lambs, whole, lb.	0 28	0 30
Spring lamb	0 38	0 40
Sheep, whole, lb.	0 14	0 16
Above prices subject to daily fluctuations of the market.		

Provisions Are Steady and Firm

Toronto.
PROVISIONS.—No change is reported in the market for provisions this week. Breakfast bacon, ordinary, is quoted at from 48c to 50c per lb., and fancy breakfast bacon at from 57c to 59c. Roll bacon is 38c. Long clear bacon and fat backs are slightly higher.

Hams—

Medium	0 46	0 48
Large, per lb.	0 44	0 44
Bacon—		
Skinned, rib in	0 49	0 49
Boneless, per lb.	0 55	0 58
Bacon—		
Breakfast, ordinary, per lb.	0 48	0 50
Breakfast, fancy, per lb.	0 57	0 59
Roll, per lb.	0 38	0 38
Wiltshire (smoked sides), lb.	0 41	0 42
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 33	0 35
Do., av. 70-100 lbs.	0 28	0 30
Fat backs, 16-20 lbs.	0 33	0 33
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	0 52	0 53
Short cut backs, bbl., 100 lbs.	60 00	63 00
Pickled rolls, bbl., 200 lbs., heavy	60 00	60 00
Do., do., lightweight	60 00	60 00
Above prices subject to daily fluctuations of the market.		

Cooked Meats Are in Heavy Demand

Toronto.
COOKED MEATS.—The excessive demand for cooked meats just now has sent prices soaring, and new high levels have been reached on both boiled and cooked hams. Boiled hams are selling at 65c, and roast hams at 66c. Roast shoulders without dressing are quoted at a substantial advance at 60c per lb. Choice jellied ox tongue is quoted at from 65c to 67c. Pork and tongue are selling at from 48c to 52c.

Boiled hams, lb.	0 65	0 65
Hams, roast, without dressing, lb.	0 65	0 66
Shoulders, roast, without dressing, per lb.	0 60	0 60
Head Cheese, 6s, lb.	0 14	0 15
Meat Leaf with Macaroni and Cheese, lb.	0 27	0 27
Choice jellied ox tongue, lb.	0 65	0 67
Pork and Tongue, lb.	0 48	0 52
Above prices subject to daily fluctuations of the market.		

Butter Selling Unchanged

Toronto.
BUTTER.—Prices of butter are holding steady, showing no change as com-

pared with last week. The Montreal market is lower. It is stated that the British Government is not buying just now, and this has a tendency to ease the situation. Creamery prints are selling to the trade at from 53c to 55c.

Creamery prints (fresh made)	0 53	0 55
Creamery solids (fresh made)	.....	0 54
Dairy prts., fresh separator, lb.	.....	0 47
Dairy prints, No. 1, lb.	.....	0 45

Cheese is Holding at Firm Figures

Toronto.

CHEESE.—No change is reported in the cheese market this week. Large shipments are being sent overseas. The new large cheese are quoted at from 32c to 32½c, and Stiltons at 34c.

Cheese—		
New, large	0 32	0 32½
Stilton (new)	.....	0 34
Twins ½ lb. higher than large cheese.	.....	0 34
1½c higher than large cheese.	.....	.....

Lard Has a Brisk Inquiry

Toronto.

LARD.—The market for lard is very strong, and prices are holding at strong figures. Dealers are quoting lard tierce basis, at from 36½c to 37c.

Lard tierces, 400 lbs., lb.	0 36½	0 37
In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.	.....	.....

Shortening is Selling Well

Toronto.

SHORTENING.—There is a wide range of prices on shortening. There is a good demand for the same, and quotations range all the way from 30c to 33c per pound.

Shortening, tierces, 400 lbs., lb.	0 31	0 31½
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Egg Receipts Show a Falling Off

Toronto.

EGGS.—There has been a heavy falling off in the receipts of eggs and there is keen competition between exporters and local dealers for the supplies. Prices are a little higher, new-laid selling at from 47c to 48c, and in cartons at from 50c to 52c.

Eggs—		
New laid in cartons, doz.	0 50	0 52
New laid, doz.	0 47	0 48
Prices shown are subject to daily fluctuations of the market.	.....	.....

Little Demand For Margarine

Toronto.

MARGARINE.—There is not much demand for margarine these days. Sale is a little slow, and no change is reported in quotations to the trade.

Margarine—		
1-lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29
Solids 1c per lb. less than prints.	.....	.....

Poultry Supplies Are Increasing

Toronto.

POULTRY.—Better supplies of fowl are now coming forward to the market. There is a good demand for all fresh fowl available, and, of course, a good share of the demand is still being supplied

ed by frozen stuff. Spring chicken is selling at from 50c to 55c per lb., and ducklings at from 35c to 40c. Receipts of either of the aforementioned are not heavy, but are showing expansion from week to week.

Prices paid by commission men at Toronto:			
	Live	Dressed	
Ducklings, lb.	\$ 35	\$ 40	
Turkeys, old, lb.	0 25	0 30	
Do., young, lb.	0 30	0 35	
Roosters, lb.	0 22	0 25	
Fowl, over 4½ lbs.	0 28	0 28	
Fowl, under 4½ lbs.	0 26	0 26	

Prices quoted to retail trade:			
	Dressed		
Hens, heavy	\$ 35	\$ 35	
Do., light	0 33	0 33	
Chickens, spring	0 50	0 55	
Ducklings	0 35	0 40	
Turkeys	0 35	0 45	

Fish Selling at Easy Levels

Toronto.

FISH.—The Government operations in fish is causing keen competition among the dealers, and the ridiculously low

prices that the Government is paying is making it exceedingly hard for the fish dealers to do business. Chicken halibut is selling at from 21c to 22c. There is very little fresh Restigouche salmon coming forward, but the frozen salmon is selling at 25c. Fresh pickerel is quoted at 16c and fresh mackerel at 10c.

FRESH SEA FISH			
Cod Steak, lb.	\$0 11	\$0 12	
Do., market, lb.	0 09	0 10	
Haddock, heads off, lb.	.....	0 10	
Halibut, chicken	0 21	0 22	
Do., medium	0 22	0 23	
Flounders, lb.	0 07	0 10	
Salmon, Restigouche	0 30	0 35	

FROZEN SEA FISH			
Salmon—			
Salmon, Restigouche	.....	0 25	

FRESH LAKE FISH			
Lake herring, lb.	.....	0 10	
Trout, lb.	0 15	0 16	
Whitefish, lb.	0 11½	0 15	
Mullets, lb.	.....	0 05	
Fresh pickerel	0 15	0 16	
Ciscoes	.....	0 16	
Pike	0 09	0 10	
Fresh mackerel	.....	0 10	

WINNIPEG MARKETS

WINNIPEG, July 8—The market for provisions is very strong. Receipts of hogs are not heavy and prices are at high figures. There has been no decline in butter prices, and receipts of eggs are affected by the hot weather.

Hogs Steady; Light Receipts

Winnipeg.

HOGS.—While the hog markets in the United States have been going to new high levels, the local market is fairly steady at \$21.50 to \$22. Receipts are light.

Eggs Affected By Hot Weather

Winnipeg.

EGGS.—Hot weather is still affecting the quality of eggs coming to market. A range of from 40 to 45 cents per dozen is being paid for the general run of eggs.

No Drop in Butter Prices

Winnipeg.

BUTTER.—The local market is firmer. Prices being quoted on this market are out of line with those prevailing in Eastern Canada and in the United States. They are also out of line with Montreal prices for export trade. This condition is largely a result of the recent strike in Winnipeg and surrounding cities. No. 1 creamery butter is quoted at 54 cents to the trade.

Sugar Scarcity Just Temporary

Winnipeg.

SUGAR.—The demand for refined sugar is unusually heavy and a temporary scarcity of supplies exists owing to the interruption in shipping caused by the strike. Values are practically unchanged and the market is holding steady at following quotations:

Granulated, 100-lb. bags	10 95
Do., 50-lb. bags	11 05

Do., 5 x 20s	11 40
Lump, 100-lb. cases	11 90
Do., 50-lb. boxes	12 10

GENERAL MARKETS

Continued from page 42

36, 1½s, per case	\$4 25
24, 2½s, per case	4 50
12, 5s, per case	4 25
6, 10s, per case	4 25

Canned Goods Are in Good Demand

Vancouver.

CANNED GOODS.—No change is reported in these lines. There is a good demand for all available, and prices rule at strong figures.

Canned tomatoes, 2½s, doz.	2 00
Do., peas, standard 2s, doz.	1 77½
Do., early June, 2s, doz.	1 92½
Do., corn, 2s, doz.	2 47
Do., beans, green, doz.	2 25
Do., Do., yellow	2 25
Do., raspberries, 2s, doz.	4 10
Do., strawberries, 2s, doz.	4 25
Do., peaches, 2½s, doz.	3 50
Do., plums, 2s, doz.	2 10
Do., pl. apple, 2s, doz.	3 25
Do., pumpkin, 2½s, doz.	1 50

Market For Rices Continues Strong

Vancouver.

RICES.—The situation in rices continues at very strong levels. Supplies among the dealers are getting scarce, and the tendency is toward higher levels.

Rice, Japan, No. 1, per ton	250 00
Do., Do., No. 2, per ton	.....
Do., China, No. 1, per 40 mats	250 00
Do., Do., No. 2, per 40 mats	200 00
Do., California	210 00
Tapioca, 140s
Sago, 140s	0 15



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SMITH & PROCTOR - HALIFAX, N.S.

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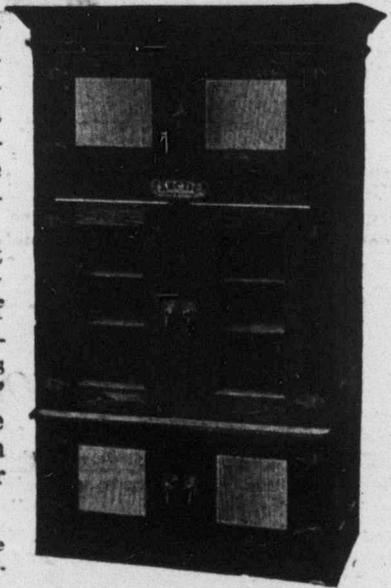
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Display and recommend

Snowflake Shortening



"Snowflake" makes satisfied customers by helping the housewife bake delightful cakes and flaky, crisp pies and biscuits.

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Snowflake Shortening comes in handy 1-lb. cartons or 3, 5, 10, 20-lb. pails.

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Brunswick Brand Sea Foods

These delectable, whole sea foods make a positive appeal to the most fastidious tastes. The extreme care exercised in selecting, processing and packing is a pretty sure guarantee of "come-back" sales and satisfied customers.

Here's the List.

- ½ Oil Sardines
- ½ Mustard Sardines
- Finnan Haddies
(Oval and Round Tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams

Connors Bros.
LIMITED
Black's Harbor, N.B.



MADE IN CANADA

Taylor & Pringle Co.

Limited
OWEN SOUND, ONT.

Manufacturers of

PICKLES, CATSUPS, SAUCES,
VINEGAR, CIDER, ETC.
QUEEN QUALITY PICKLES
UNIVERSAL FRUIT SAUCE
PARAGON PICKLES
CATSUP RELISH

**TAYLOR & PRINGLE'S
PRODUCTS ARE GOOD
PRODUCTS**



**Windsor
Table
Salt**
Made in Canada

is made in the most modern plant in America; it is ALL SALT—pure, clean salt—that your customers know and use.

THE CANADIAN SALT CO., LIMITED

MACDONALD'S Popular Brands

"The Tobacco with a heart"—Macdonald's trade mark of quality—have been the popular plug tobaccos since 1858. Order Macdonald's, and ensure satisfied customers.

Plug Smoking

- "British Consols"
- "Brier"
- "Index"



Trade Mark
Registered



Plug Chewing

- "Prince of Wales"
- "Napoleon"
- "Black Rod" (Twist)
- "Crown"



Trade Mark
Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years
MONTREAL, QUE.

Incorporated.



Every "Excelsior" Broom is well formed, well sewn and evenly balanced—

So is the Price

Order a trial supply. We'll ship right "off the bat" and will give your order, be it small or large, our very best attention. Excelsior Brooms and Whisks will give you good profits and your customers 100 per cent. value for the price charged.

Order now while it is in your mind

J. C. SLOANE CO.

845 5th Avenue E., Owen Sound, Ontario

COSGRAVE'S PURE Malt Vinegar



It pays you best to sell branded, guaranteed goods. That's why you ought to sell COSGRAVE'S PURE MALT VINEGAR.

Attractively Labeled
Bottles—2 Sizes

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure Well Advertised

ASK YOUR JOBBER FOR IT

Quality Stores Handle Quality Goods

THE prestige that lies behind **McCORMICK'S Quality** means thousands of dollars to the merchants of Canada. The consumer gauges the quality of the store by the variety of high-class, trade-marked goods it handles. The **McCORMICK** lines are advertised to the consumer as standard products. Therefore the progressive merchant who keeps in touch with the needs and tastes of his customers is never without

McCORMICK'S JERSEY CREAM SODAS

They are the highest quality biscuits. They have broken all records in Biscuit Popularity.



*Also makers of
Fancy Biscuits*

The McCormick Mfg. Company Limited, London, Can.

Branches: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, St. John, N. B., Port Arthur

Canada Food Board Licenses, 11-003 14-166.



The
[Malcolm Condensing Co.
Limited
ST. GEORGE, ONT.

An Additional Recommendation

When you're selling her a can of Malcolm Milk Products, back up the statement that Malcolm's are just as good, if not better, than the imported varieties with the additional fact that Malcolm Milk Products are **entirely and absolutely Made-in-Canada.**

From the point of view of your own interest it is good business to keep the money in Canada by selling and recommending Canadian-made goods. Especially when they are the equal at least of the imported varieties.

On a busy Saturday night, which would you rather hand out - an explanation or Gold Dust?



MADE IN CANADA



Let the GOLD DUST TWINS do your work.

THE R.K. FAIRBANK COMPANY LIMITED MONTREAL

Better equipment will bring you better business in 1919

Prepare now for a more profitable turnover during the year. Proper equipment will be a mighty strong means of consolidating the trade of the past, while creating and retaining a bigger and better 1919 business. The "Canadian Cheese Cutter" will guarantee you a big increase in profits on your cheese sales. It eliminates wastage through scraps, etc., and cuts with an accuracy and rapidity which will assure your customer satisfactory service. Order a "Canadian" to-day and reap your share of prosperity. Only \$18.00.



The CANADIAN Open

The Computing Cheese Cutter Co.
WINDSOR, ONT.

VOL-PEEK

15 Cents

Mends Holes in Pots and Pans



60% Profit in this Line

Vol-Peek makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped. Vol-Peek appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly. Order a display stand to-day of 24 packages, \$2.25. Vol-Peek is guaranteed and backed by our extensive advertising. At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and operating Vol-Peek Mfg. Co.) Canada

PEACHES PEACHES

Georgia Belles, Fine Yellow Flesh, Free Stones.

CALIFORNIA FRUITS

Plums Peaches Pears Cherries

We have cars of the best varieties now arriving regularly.

CANTELOUPES CANTELOUPES

Quality never was better. Prices lower.

GEORGIA WATERMELONS

California Oranges, Lemons, Grapefruit.

Canadian Small Fruits now coming. We get large consignments daily.

RASPBERRIES, CHERRIES, GOOSEBERRIES

ALL Kinds of VEGETABLES, Domestic and Foreign.

PETERS DUNCAN LIMITED

Head Office : 88 FRONT STREET, E., TORONTO

Branches : NORTH BAY, SUDBURY, COBALT, TIMMINS

Traveler's Half-Holiday Guide Book For You

CANADIAN GROCER has had printed in booklet form, list of half holidays in cities and towns in each province of Canada. The booklet also contains lists of Summer and Fall Fairs, Quebec Province holidays, etc.

It is a very handy guide for traveling salesmen and copy will be sent to anyone interested without charge.

Wire, Phone, or send us a card.

CANADIAN GROCER

143-153 University Ave., Toronto

Phone M. 7324



Used in the best Hotels

Scotch Snack

is recommended by the chefs in some of the best hotels in the country. Its delicious goodness appeals to all.

Every jar of Scotch Snack is put up in attractively labelled jars and keeps a long time without spoiling.

Get a trial supply

ARGYLL BUTE, 637 St. Urbain St., MONTREAL

KING GEORGE'S NAVY

CHEWING TOBACCO

Will get you the tobacco trade

There is a distinctively different "flavor" to every chew of King George's Navy that captivates the taste of discriminating "chews." That's why selling it is so very worth while. It gets the dealer the tobacco trade and holds it, too.

You're selling King George's Navy, of course?



Rock City Tobacco Co., Ltd.



MACARONI

The pure food that builds Muscle and Bone at small expense

The Meat of The Wheat

MANUFACTURED BY THE
Columbia Macaroni Co. LIMITED

LETHBRIDGE ALTA.

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

The New Label Draws Custom

The quality of Shirriff's Orange Marmalade could not be improved upon, so we decided to make a more attractive label. This means increased sales for the dealer who handles

Shirriff's

(True Seville)

Orange Marmalade

An artistic window or counter display of this matchless product is bound to bring new customers and when they have once tried Shirriff's they will want it regularly. It has a fascinating flavor that even the best home-made marmalade



cannot have —made by experts from Seville oranges and pure cane sugar. Lay in a supply to-day. You will find ready sales.

Imperial Extract Co.

Toronto, Ontario

Agents for Canada:

Harold F. Ritchie & Co., Ltd.
Toronto Montreal

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20
PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.
"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

	Per doz.
Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	
Blackberry	\$3 35
Currant, Black	3 95
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 95
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$2 80
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 95
Gallon Jugs, Aylmer Quality	1 62½
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD. CONDENSED MILK

	Per doz.
Terms, net, 30 days.	
Eagle Brand, each 48 cans	\$8 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 35
Mayflower Brand, each 48 cans	8 25

Challenge Clover Brand, each 48 cans 7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	6 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED MONTREAL

Compressed Corn Beef—½s, \$2.90; 1s, \$4.90; 2s, \$9.35; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9.80.	
English Brawn — ½s, \$2.85; 1s, \$4.45; 2s, \$8.95.	
Boneless Pig's Feet—½s, \$2.85; 1s, \$4.45; 2s, \$8.95.	
Ready Lunch Veal Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef-Ham Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Asst. Loaves—½s, \$2.45; 1s, \$4.45.	
Geneva Sausage—1s, \$4.35; 2s, \$8.75.	
Roast Beef—½s, \$2.90; 1s, \$4.85; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—1s, \$6.95; 2s, \$11.95; square cans, \$45.00.	
Boiled Mutton—1s, \$6.35; 2s, \$11.95; 6s, \$45.00.	
Jellied Veal—½s, \$3.25; 1s, \$4.95; 2s, \$9.25.	
Cooked Tripe—1s, \$2.85; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.25; 2s, \$4.45.	
Stewed Kidney—1s, \$4.40; 2s, \$8.45.	
Mince Collops—½s, \$1.90; 1s, \$3.75; 2s, \$6.75.	
Sausage Meat—1s, \$3.85; 2s, \$7.90.	
Corn Beef Hash—½s, \$1.90; 1s, \$3.80; 2s, \$5.75.	
Beef Steak and Onions—½s, \$2.90; 1s, \$4.80; 2s, \$8.85.	
Jellied Hocks—2s, \$9.45; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.45; 2s, \$8.75.	
Boneless Chicken—½s, \$5.95; 1s, \$9.95.	
Boneless Turkey — ½s, \$5.90; 1s, \$9.00.	
Ox Tongue—½s, \$4.95; 1s, \$12.00; 1½s, \$18.50; 2s, \$23.95; 3½s, \$44.00; 6s, \$60.00.	
Lunch Tongue—½s, \$4.90; 1s, \$10.45.	
Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.	



MONSIEUR A. ESCOFFIER, CHEF DE CUISINE, CARLTON HOTEL, LONDON, the WORLD'S MOST EMINENT FOOD EXPERT, has prepared specially for export to CANADA, a selection of his most exquisite Chefs-d'oeuvres which have made his name supreme in Culinary Art amongst Royalty and discriminating epicures.

CANADIANS!
IS THE BEST GOOD ENOUGH FOR YOU?

If so we request you to try

ESCOFFIER SAUCE DIABLE—For Fish
ESCOFFIER DERBY SAUCE—Fish & Meats
ESCOFFIER SAUCE MELBA—For Sweets
For All Viands

ESCOFFIER PICKLES & CHUTNEY

ESCOFFIER SAUCE ROBERT & TOMATO CHUTNEY

We have recently manufactured

THE ESCOFFIER MEAT, GAME & FISH PASTES

in 12 varieties, for which we are experiencing extraordinary demands

ORDER IMMEDIATELY

ESCOFFIER LIMITED, 6 Ridgmount St., London, Eng.

A.B.C. Code, 5th Edition

The Megantic Broom Mfg., Co., Ltd.
Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada.



OCEAN BLUE

In Squares and Bags.

EVERY woman takes a pride in having spotlessly white household linen. **OCEAN BLUE** gives the best results in the easiest way.

Give all your customers the opportunity of testing it, and you will soon need to

Order more from your Wholesaler.

HARGREAVES (CANADA) Limited

The Gray Building, 24 and 26, Wellington Street, W., Toronto

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

Canada Beaver Brand Brooms



All grades of Brooms. Best material of Illinois Corn.
10 different grades of whisks.
3 different grades of Toy Brooms.
10 different grades of Household Brooms.
Warehouse Brooms a specialty. Best Maple Hardwood Handles.
Expert Workmen and first-class materials.

The
Canada Broom & Brush Co., Limited
RIDGETOWN, ONT.
Sales Manager
A. B. Campbell, 42, Geoffrey St. Toronto

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.



- Mince Meat (bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.
- Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50.
- With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.
- Chateau Brand Concentrated Soups—Celery, \$1.45; Consomme, \$1.45; Green Peas, \$1.45; Julienne, \$1.45; Mutton Broth, \$1.45; Ox Tail, \$1.45; Pea, \$1.45; Scotch Broth, \$1.45; Chicken, \$1.60; Mock Turtle, \$1.45; Tomato, \$1.50; Vermicelli Tomato, \$1.50; Soups and Bouilli, 6s, \$15.
- Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s, 12s, \$2.50; 6s, \$3; 12s, \$16.
- Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s (talls), \$2.50; 6s, \$3; 12s, \$12.
- Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90.
- Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
- Sliced Smoked Beef—½s, \$2.45; 1s, \$3.45; 4s, \$24.
- Canadian Boiled Dinner—1s, \$2.35; 2s, \$4.95.
- Army Rations—Beef and Vegetables, 1s, \$2.25; 2s, \$4.95.
- Spaghetti with Tomato Sauce with Cheese—½s, \$1.35; 1s, \$1.85; 3s, \$3.25.
- Tongue, Ham and Veal Pates—½s, \$2.30.
- Ham and Veal Pates—½s, \$2.30.
- Smoked Vienna Style Sausage—½s, \$2.45.
- Pate De Foie—¼s, 75c; ½s, \$1.40.
- Plum Pudding—½s, \$1.95; 1s, \$3.85.
- Potted Beef Ham—¼s, 75c; ½s, \$1.40.
- Beef—¼s, 75c; ½s, \$1.40.
- Potted Tongue—¼s, 75c; ½s, \$1.40.
- Potted Game (Venison)—¼s, 75c; ½s, \$1.40.
- Potted Veal—¼s, 75c; ½s, \$1.40.
- Potted Meats (Assorted)—¼s, 80c; ½s, \$1.45.
- Devilled Beef Ham—¼s, 75c; ½s, \$1.40.
- Beef—¼s, 75c; ½s, \$1.40.
- Devilled Tongue—¼s, 75c; ½s, \$1.40.
- Veal—¼s, 75c; ½s, \$1.40.
- Devilled Meats (Assorted)—¼s, 80c; ½s, \$1.45.
- In Glass Goods
- Fluid Beef Cordial—20 oz. bottles, \$10; 10 oz., \$5.
- Ox Tongue—1½s, \$20.00; 2s, \$24.95.
- Lunch Tongue (in glass)—1s, \$11.95.
- Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.
- Mince Meat (in glass)—1s, \$3.25.
- Potted Chicken (in glass)—¼s, \$3.90.
- Ham (in glass)—¼s, \$2.90.
- Tongue (in glass)—¼s, \$2.90.
- Venison (in glass)—¼s, \$2.90.
- Meats, Assorted (in glass)—\$2.90.
- Chicken Breast (in glass)—½s, \$3.90.
- Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
- Chili Sauce—10 oz., \$3.25.
- Spaghetti with Tomato Sauce—½s, \$1.35; 1s, \$1.90; 3s, \$3.25.
- Peanut Butter—¼s, \$1.35; ½s, \$1.85; 1s, \$2.25; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

**COLMAN'S OR KEEN'S
MUSTARD**

- Per doz. tins
- D.S.F., ¼-lb. \$2 80
- D.S.F., ½-lb. 5 30
- D.S.F., 1-lb. 10 40
- F.D., ¼-lb.
- Per jar
- Durham, 1-lb. jar, each ... \$0 60
- Durham, 4-lb. jar, each ... 2 25

**CANADIAN MILK PRODUCTS,
LIMITED,**

Toronto and Montreal

KLIM

- Hotel \$18 50
- Household size 8 25
- Small size 5 75
- F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

- Manufacturers of the
Edwardsburg Brands Starches
- Laundry Starches—
 - Boxes
 - 40 lbs., Canada Laundry09½
 - 40 lbs., 1-lb. pkg., Canada White or Acme Gloss10
 - 48 lbs., No. 1 White or Blue Starch, 3-lb. cartons10½
 - 100-lb. kegs, No. 1 white10
 - 200-lb. bbis., No. 1 white10
 - 30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.11½
 - 48 lbs., Silver Gloss, in 6-lb. tin canisters13
 - 36 lbs. Silver Gloss, in 6-lb. draw lid boxes13
 - 100 lbs., kegs, Silver Gloss, large crystals11
 - 40 lbs., Benson's Enamel, (cold water), per case... 3.25
 - Celluloid, 45 cartons, case... 4.50
 - Culinary Starch
 - 40 lbs., W. T. Benson & Co.'s Celebrated Prepared11½
 - 40 lbs. Canada Pure or Challenge Corn09½
 - 20-lb. Cases Refined Potato Flour, 1-lb. pkgs.16
 - (20-lb. boxes, ¼c higher, except potato flour)

GELATINE

- Cox's Instant Powdered Gelatine (2-qt. size), per doz. ... 1 50
- Knox Plain Sparkling Gelatine (makes 4 pints), per doz. ... \$2 00
- Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 2 10

SYRUP

**THE CANADA STARCH CO., LTD., CROWN BRAND
CORN SYRUP**

- Perfect Seal Jars, 3 lbs. 1 doz. in case \$4.00
- 2-lb. tins, 2 doz. in case.... 5.15
- 5-lb. tins, 1 doz. in case.... 5.75
- 10-lb. tins, 1 doz. in case... 5.45
- 20-lb. tins, ¼ doz. in case... 5.40
- (Prices in Maritime Provinces 10c per case higher)
- Barrels, about 700 lbs. \$0 07½
- Half bbis., about 350 lbs.... 0 08
- ¼ bbis., about 175 lbs.... 0 08½
- 2-gal. wooden pails, 25 lbs.. 2 45
- 3-gal. wooden pails, 38¼ lbs. 3 65
- 5-gal. wooden pails, 65 lbs.. 5 90

LILY WHITE CORN SYRUP

- 2-lb. tins, 2 doz. in case.... \$5 65
- 5-lb. tins, 1 doz. in case.... 6 25
- 10-lb. tins, ½ doz. in case... 5 95
- 20-lb. tins, ¼ doz. in case... 5 90
- (5, 10, and 20-lb. tins have wire handles)

MOZOLA COOKING OIL

- Toronto Montreal
- Pints, 2 doz., case... 9 00 9 00
- Quarts, 1 doz., case, 8 25 8 40
- Gallons, ½ doz., case 15 00 15 40

**INFANTS' FOOD
MAGOR, SON & CO., LTD.**

- Robinson's Patent Barley—
- 1 lb. \$4 00
- ½ lb. 2 00
- Robinson's Patent Groats—
- 1 lb. 4 00
- ½ lb. 2 00

NUGGET POLISHES

- Doz.
- Polish, Black, Tan, Toney Red and Dark Brown \$1 15
- Card Outfits, Black and Tan... 4 15
- Metal Outfits, Black and Tan... 4 25
- Creams, Black and Tan 1 25
- White Cleaner 1 25

**IMPERIAL TOBACCO CO. OF
CANADA, LIMITED
EMPIRE BRANCH**

- Black Watch, 10s, lb. \$1 20
- Bobs, 12s 1 00
- Currency, 12s 1 00
- Stag Bar, 9s, boxes, 6 lbs. ... 1 00
- Pay Roll, thick bars 1 25
- Pay Roll, plugs, 10s, 6-lb. ¼ caddies 1 25
- Shamrock, 9s, ½ cadd., 12 lbs., ¼ cadd., 6 lbs. 1 00
- Great West Pouches, 9s, 2-lb. boxes, ½ and 1-lb. lunch boxes 1 12
- Forest and Stream, 10s, 9s, 2-lb. cartons 1 44

Ludella

Notwithstanding the extreme scarcity of high grade Teas and consequent advanced prices for these qualities, we are still putting out our Ludella Tea of the same high standard, which it has always been.

Our prices on this Tea, quality for quality, are very much lower than other of the known brands.

Dealers who are handling Ludella are reaping a good business and you can do the same by placing it before your customers.

Blue Label	1 ^s and 1/2 ^s	costs 48c.	retails 60c.
Brown Label	1 ^s and 1/2 ^s	" 55c.	" 70c.
Green Label	1 ^s and 1/2 ^s	" 63c.	" 80c.
Red Label	- 1/2 ^s	" 70c.	" 90c.

SEND US A TRIAL ORDER

H. P. ECKARDT & CO
WHOLESALE GROCERS
 CHURCH STREET & ESPLANADE TORONTO

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto



The Drink
That Makes
A Hot Day
Endurable

ROSE'S LIME JUICE

The Original and Genuine Brand

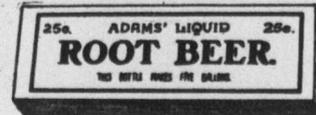
A sparkling, thirst-quenching, healthful Summer Beverage that sells all day, every day, during the sultry summer weeks.

Rose's Lime Juice is strictly non-intoxicant. It has a tempting look that coaxes sales and its goodness guarantees the repeat orders.

We can take care of your rush orders.

Holbrooks, Ltd.
TORONTO and VANCOUVER

FOR HOME-MADE SUMMER DRINKS



AND



25c bottles make 5 gallons.
15c bottles make 2 gallons.
25c sizes \$2.10 per dozen, \$24.00 per gross.
15c sizes \$1.20 per dozen, \$14.00 per gross.

Manufactured and for sale by
PARKE & PARKE, LIMITED
MacNab St. and Market Sq., Hamilton, Ont.

WANTED

AGENCIES FOR
Butter, Flour, Cheese, Oats,
Beef and Dried Fish, Pork
Products.

Area: Guiana and West Indies

A. H. ROBERTS
GEORGETOWN DEMERARA

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only \$1.60 per insertion. For two inches for the same time the cost is \$3.20 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

Your Summer Outing Is Quite Necessary

but before you go---just look over your stock of **Counter Check Books** and send us an order, so they will be there when you return. Orders booked for delivery any time within 90 days. Give shipping date, that's all.

McCaskey Systems, Ltd.
TORONTO, CANADA

Liquid Concord Grapes

That is just about what Marsh's Grape Juice is—a delicious, refreshing beverage with the full, rich Concord Flavor. Other refreshing Marsh summer beverages are: Unfermented Port, Unfermented Black Cherry Wine, Unfermented Ginger Wine, Raspberry Vinegar and Creme de Menthe.

**The Marsh Grape
Juice Company**
NIAGARA FALLS, ONT.

Ontario Agents:
**The MacLaren Imperial
Cheese Co., Limited**
Toronto, Ont.



SUMORE

The Perfect Peanut

PACKED IN TINS
ASK YOUR JOBBER

OR

Montreal Nut and Brokerage Co.

30 and 32 Jurors Street, Montreal, P.Q.
LOGGIE SONS CO., Agents, TORONTO

"PRIDE OF CANADA"

PURE MAPLE SUGAR AND SYRUP

We can supply this season's crop. Our goods are backed by a written guarantee to be absolutely pure maple only. Order your requirements now direct or from our Agents.

REPRESENTATIVES:—W. L. MacKenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED
Offices: 58 Wellington St. W., Montreal, Canada

You Want a Man

Then the first thing to be considered is the kind of man you are looking for.

Your business calls for a man of keen perception; an ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,600 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and your choice will be from a select field.

Furthermore, the cost is indeed a small item—2 cents a word first insertion, and 1 cent a word for each subsequent insertion. Five cents extra per insertion if replies are to be sent to Box No. in our care.

Send it right along now. Let CANADIAN GROCER find the man.

Canadian Grocer

143-153 University Avenue
TORONTO, ONTARIO

GROCCERS

ORDER YOUR STOCK OF

Champagne de Pomme NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.



Order from your
wholesaler or

Cie Canadien Importations

140 ST. CATHERINE ST. E.
Montreal

We want Agents in Every City and Town



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street
North, Hamilton, Ontario.

Minto Bros.

A firm that offers you Bulk Teas of extra good quality. Our experience and facilities enable us to give the trade unusual values and our prices give the dealer a really attractive profit.

Minto Bros.

TORONTO

In the Tea business since 1873.

\$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,600 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,600 and more likely places, remember that. No other single newspaper in the world gets into 5,600 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

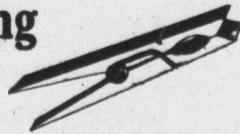
Oranges California Lemons and Early Vegetables

We Invite Correspondence

LEMON BROS.

Owen Sound, Ont.

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal



RID- OF- RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk

BERG & BEARD MFG. CO Inc.
100 Emerson Place Brooklyn N. Y.

CATCH THE FLY

By using our

National Fly Catcher

Clean Sanitary Easy to use

Made in Canada by the

National Fly Catcher Co., Ltd.

Order from your Wholesaler
1598 Delorimier Ave.
Montreal



Forest and Stream, 1/4s, 1/2s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3 1/2 lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal BABBITS

Soap Powder, case 100 pkgs.	\$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.	5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz.	\$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	\$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

BLUE

Keen's Oxford, per lb.	\$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CO., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	\$4 60
Perfection, 1/2-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz.	2 75
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 24

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection Chocolate, 10c size, 2 doz. in box, per box	1 80

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, 1/4s, 6-lb. boxes	0 32
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case	0 31
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	\$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 6-lb. boxes, 30 boxes in case, per lb.	0 42

Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 42
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 38
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 35
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 35
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, 1/2s, 4-lb. box, 35 boxes in case, per lb.	0 41
Nut Milk Chocolate, 1/4s, 4-lb. box, 35 boxes in case, per lb.	0 43
Nut Milk Chocolate, lbs. 6-lb. box, 5 div. to cake, per lb.	0 38
Nut Milk Chocolate, 6-cent squares, 20 squares to cake, packed 3 cakes to box, per box	\$2 25
Fruit and Nut Milk Chocolate 2-lb. cakes, each 20 div., 3 cakes to box, 35 boxes to case, per box	2 25

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., 1/2 doz. in box, per doz.	\$5 25
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz.	2 60
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz.	6 25
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz.	2 60
Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz.	2 60
Crystallized Ginger, 1/2 lb., 1 doz. in box, per doz.	2 60
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per lb.	0 41
Triumph Chocolate, 1/4s, 4-lb. boxes, 35 boxes in case, per box	0 43
Triumph Chocolate, 1/2-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 41
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross	1 15
120-1c. Milk Chocolate Sticks, 60 boxes in case.	0 80

5c LINES

Toronto Prices Per box

Filbert Nut Bars, 24 in box, 60 boxes in case	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 60 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box	1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95

Bartlett Pears
Elberta Peaches
Large Fancy
Plums

Cantaloupes, Oranges, Lemons,
Bananas, New Potatoes,
Watermelons, Local Raspberries,
Cherries, Gooseberries,
Currants, Etc.

The best the country provides.

White & Co., Ltd.
Toronto
The Quality House

CANTELOUPES

Now receiving cars of the finest netted melons grown in California.

Prices are low, making these about the cheapest fruit now on the market. Order to-day—

STANDARD—PONIES—FLATS
CALIFORNIA FRUITS
PEACHES—PLUMS—APRICOTS
WATERMELONS—NEW POTATOES
TOMATOES—CABBAGE
ORANGES—GRAPEFRUIT
LEMONS
BANANAS A SPECIALTY

The House of Quality

HUGH WALKER & SON
GUELPH *Established 1861* **ONTARIO**



Custard that
ompels
ustom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
 Delectand Watford,
 Ergane



Brooms

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order.

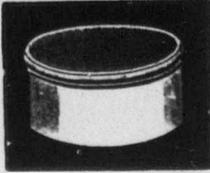
Prices *right.* *Quality* as usual.

Walter Woods & Co.
 Hamilton and Winnipeg



BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE

Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co. Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agent:

W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto Beach 2170

J. E. TURTON, Board of Trade Building, Montreal

The LV PICKLE

Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St.,
(Place Royale), Montreal.

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

BEANS

Handpicked or Screened
in car lots

Ask for quotations

Geo. T. Mickle, Ridgeway, Ont.

SALT

All Grades.—Carloads.

THE DOMINION SALT CO., LTD

Manufacturers and Shippers

SARNIA " " " " ONTARIO

The advance in soap, as announced in CANADIAN GROCER last week, has been followed by a substantial rise in quotations on Lux, Pearline and N.P. Soap. Lux is up 25c per box, now selling at \$7.25 for 72 packages. Pearline is 75c higher, and N.P. Soap has risen 35c, to \$5.35 for a case of 20 bars.

Quotations on shipments of Grecian currants are advancing, and the likelihood is that the market for them this fall will be very high. According to the prices being quoted at shipping points, Grecian currants will cost the retailer in the neighborhood of 21½ cents.

COCOANUT

For immediate or future deliveries.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.

TRENTON . . . ONTARIO



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half-barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street.
Toronto

COUNTRY MERCHANTS

Ship your Eggs, Butter and Poultry to us. Top market prices. Cash payment. Write or phone.

C. A. MANN & CO.
LONDON, ONT.

Phone 1577

GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R. M. MOORE & CO. LTD. VANCOUVER B.C.

Stores, Halls, Homes, Farms & Every Style of Building

DIRECT RICE IMPORTER

Thoroughly posted on Primary markets.

STEPHEN LOWRIE

25 Powell St., VANCOUVER, B.C.,

These one-inch spaces only \$1.60 per insertion if used each issue in the year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

YOUNG MARRIED MAN WITH A THOROUGH knowledge of the grocery business, capable of managing and buying, can also trim windows, desires a position in a good grocery business where an advancement can be obtained. Box 688, Canadian Grocer, University Avenue, Toronto.

WANTED

WANTED—FIRST-CLASS SPECIALTY SALES- man to handle one of the best-known food products on the Canadian market. Apply stating experience, references and salary expected, to Box 660, Canadian Grocer, 143 University Ave., Toronto, Ont.

WELL-KNOWN PACKING HOUSE WANTS young, progressive salesman for Ontario territory west of London. One with experience of meat and provision trade preferred, and must have proved selling ability. To reside on territory. Apply Box 690, Canadian Grocer, University Avenue, Toronto.

BRITISH IMPORTER WANTS CANADIAN manufacturers of chocolate and all canners of fruit, fish, etc., in fact any live grocery lines, who on large cash orders will give sole British agency for their goods to send me quick particulars of their product or products. Maybe this may interest you. Write Mr. H. L. Dalton, "Roturna," College Road, Moseley, Birmingham, England.

TO MANUFACTURERS—OVERSEAS TRADE. T. B. Roe personally waits upon the best Grocers in Lancashire and Yorkshire districts, England. He has a first-class connection with wholesale and retail houses and has permission from the English firm he represents to sell other goods on commission. T. B. Roe, 29 West Street, Scarborough, England.

AGENCIES WANTED

PARIS AGENT—WELL INTRODUCED PAR- isian grocers and French Colonial shipping trade wishes to secure Canadian manufacturers' direct and sole agencies in canned meats, fish, fruits, groceries, and all produce. For references and particulars write Sarrut, 67 Chabrol, Paris, (Xe).

COLLECTIONS

COLLECTION LETTERS—MONEY-GETTING letters that don't antagonize. Complete series with instructions. Yours for 25 cents. Toronto Stenographic Service, Webster Building, Toronto.

Your Questions Answered

Any information you desire on matters pertaining to the trade will be gladly furnished **FREE** upon application and will be answered through the columns of this paper. If you enclose a stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

CANADIAN GROCER
143-153 UNIVERSITY AVE.
TORONTO

FOR SALE

A DRY GOODS AND GROCERY BUSINESS IN Sault Ste. Marie. Well located, corner store, did nearly \$60,000 of a turn over last year. Sales higher this year so far. Poor health the reason for selling. For particulars apply 314 Wellington St., Sault Ste. Marie, Ont.

FOR SALE—CASH REGISTER IN GOOD CON- dition, operated by electricity, 1c to \$90. Three drawers, separate and total adding, height 5½ feet. Apply for full particulars Box 656, Canadian Grocer, 143 University Ave., Toronto, Ont.

FARM AND STORE FOR SALE—GOOD LOCA- tion, twelve miles west of Cochrane. For information write Glen Lovell, Hunta, Ont.

FIXTURES FOR SALE

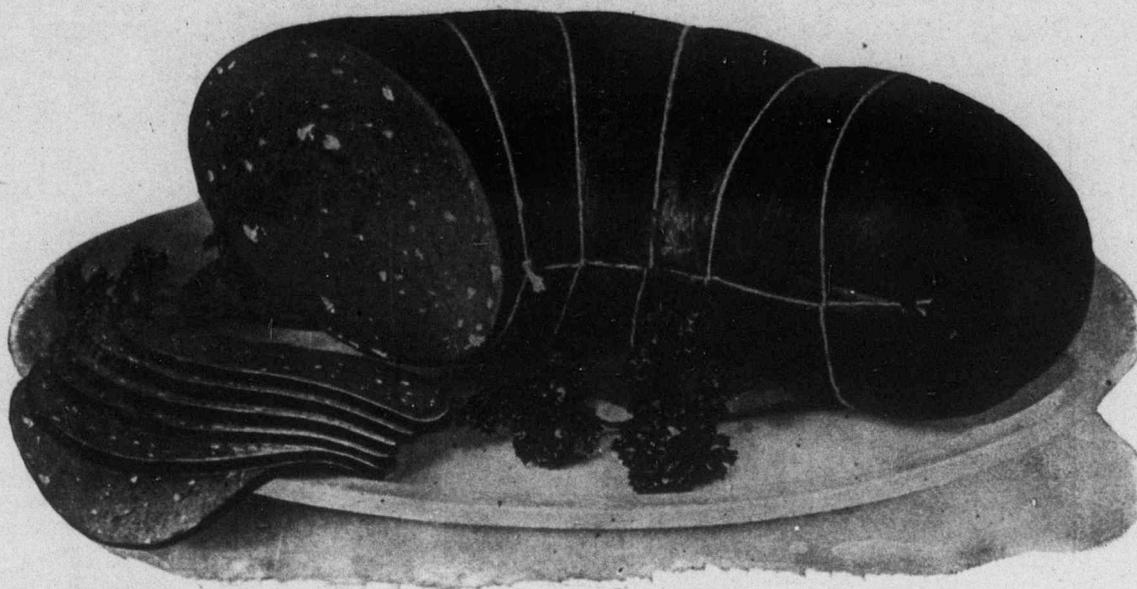
EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

SASKATCHEWAN—ESTABLISHED GENERAL business with post office and telephone; stock approximately five thousand, fixtures approximately one thousand, property thirty-two hundred; well settled, Canadian and American settlers farming on a large scale; splendid opportunity if you can put up between four and five thousand; terms on balance to responsible parties; must be sold at once; owner in poor health and wishes to retire. Box No. 676, Canadian Grocer, University Avenue, Toronto.

TRANSLATIONS

ENGLISH INTO FRENCH—COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. **Private correspondence. Manufacturers and Manufacturers' Agents** desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the liveliest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.



**This will appeal to your trade
these warm Summer Days.**

DAVIES Quality Thick Bologna makes a tasty and inexpensive lunch—is fine for sandwiches—is easily served and represents a hundred per cent. food value.

Dealers find it a sure and steady seller. It's a **wasteless** food product—can be sliced from end to end on the cutting board and nothing has to be thrown away. Your customers will like it not only because it sells at so reasonable a price, but because it makes a really **delicious** luncheon dish.

*Now is the best time to feature this quick
selling product. It will bring you
good business and steady
repeat orders.*

Order
Today

THE **DAVIES** COMPANY
WILLIAM LIMITED
TORONTO

Today

Montreal

Hamilton



“The New Working Partner”

Some merchants talk about the expense of buying new scales. Well, perhaps they mean what they say but no merchant who ever bought a Dayton Scale looks upon it as an expense. It is the biggest money-saver and time-saver in the store. It is the cheapest appliance you ever invested your money in considering its design, materials and the work it does.

DAYTON AUTOMATIC SCALE

It gives you fast weighing and instant price calculations. It saves you the costly “down weights.” Its price chart is big and quickly read.

*If it's a
Dayton—
it's Right*

Its electric flash advertises your goods, not the scale.

*Dayton Goods
are Made
in Canada*

We make dozens of styles for different duties. Every Dayton is perfect. Let us send you our catalogue.

DAYTON COMPUTING SCALES

ROYCE AND CAMPBELL AVENUES, TORONTO, ONT.

Frank E. Mutton,
Vice-Pres. and Gen'l Mgr.

Division International Business Machines Co., Limited. Also makers of
International Time Recorders and Hollerith
Electric Tabulators.